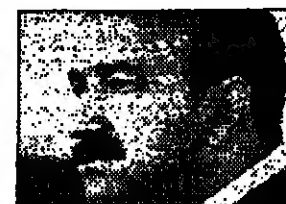


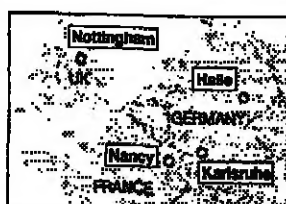
Pep for vitamins
Food supplements
gain credibility
Page 17



Deficit under control
Theo Waigel defends
the German record
Page 17



Carlos Salinas
His nightmare if
Nafta fails
Page 17



European partners
Four cities find
common purpose
Survey, pages 27-30



FINANCIAL TIMES

Europe's Business Newspaper

TUESDAY OCTOBER 12 1993

TOMORROW'S FT EXPORTER

Two out of five leading UK exporters are foreign owned, with the top 100 companies accounting for almost half of Britain's exports, according to an exclusive FT study



Eli Lilly to reduce workforce by 20% to stay competitive

US pharmaceuticals company Eli Lilly is cutting about 30 per cent of its worldwide workforce in an effort to remain competitive in an increasingly hostile industry. As much as 10 per cent, or 2,000 positions, is expected to disappear by mid-1994 through early retirement and non-replacement. Lilly hopes to eliminate a further 2,000 jobs by cutting the use of temporary and contract workers and consultants. Page 4; The big push, Page 19

Singapore Telecoms valued at US\$19.5bn: The Singapore government, which is to sell between 7.5 per cent and 12.5 per cent of Singapore Telecoms, valued the company at a minimum of \$630.5bn (US\$19.5bn). Page 19

France seeks interim trade deal: France believes Gatt negotiators should aim for an interim trade accord this year, leaving difficult issues such as agriculture and broadcasting to be resolved later. The move would face opposition from the European Community and the US. Page 5

Mandela offers tax breaks to investors: African National Congress president Nelson Mandela (left), on a four-day visit to Britain, said an ANC-led South African government would offer fiscal incentives to encourage foreign investment in poorer areas of the country. He also guaranteed that overseas companies could repatriate profits and dividends on earnings made in South Africa. Page 7

Paramount Communications, besieged US entertainment group, bowed to pressure and agreed to open talks with QVC Network, the home shopping channel that has mounted a hostile bid for the group. Page 19

Russian banks to merge: Three of the strongest of Russia's many fledgling banks are to merge to form one of the largest banks in the country with assets of about \$150bn (\$1.3bn). Page 18

Serbs block Bosnia aid: Serb fighters blocked United Nations relief convoys from reaching up to 150,000 people trapped in two besieged Muslim enclaves in northern Bosnia. Page 2

Westland wins US order: British helicopter manufacturer Westland has boosted its non-helicopter business with a \$250m (\$378m) order to supply parts for C-130 Hercules transport aircraft made by Lockheed of the US. Page 8

Call for Somalia meeting: The United Nations and Egypt, which chairs the Organisation of African Unity, have called for a meeting of African leaders in an attempt to find an "African solution" for Somalia. Page 7

China issues Hong Kong warning: China said it would scrap Hong Kong's legislative after 1997 if it failed to reach agreement with Britain on an orderly transition to Chinese rule. Page 18

UK-EC trade gap widens: The value of British exports to the EC in July was \$4.85bn, (\$7.3bn) the lowest monthly figure for 18 months. Imports from the EC were \$5.7bn, leaving a monthly deficit of \$948m, the biggest EC trade gap for two years. Page 8; Lex, Page 18

Scientists share Nobel prizes: US scientist Philip Sharp and his colleague, British-born Richard Roberts, shared the \$500,000 (\$830,000) Nobel Prize for Medicine for their discovery of split genes, which helped research into hereditary diseases.

STOCK MARKET INDICES		STERLING	
FT-SE 100	3,102.2 (-5.4)	New York lunchtime	1,531.5
Yield	3.78	London	1,531.5
FT-SE Eurotrack 100	1,518.98 (-1.30)	\$	1.531 (1.538)
FT-AE Share	1,538.57 (-0.1%)	DM	2.465 (2.465)
Nikkei	10,000.00 (0.00)	FF	8.675 (8.645)
New York lunchtime	1,531.5	SFR	2.155 (2.157)
Dow Jones Ind Ave	1,530.89 (+8.15)	Y	162.75 (162.0)
S&P Composite	460.97 (+0.66)	Z index	89.8 (89.8)
US LUNGTIME RATES		DOLLAR	
Federal Funds	2.75%	New York lunchtime	1.5315
3-mo Treas Bill Yld	2.50%	DM	1.8315
Long Bond	104.3	FF	5.8275
Yield	5.917	SFR	1.407
LONDON MONEY		Y	106.1
3-mo Interbank	5%	London	1.884 (same)
Libor 144h	5.144 (Dec 14)	DM	1.884 (same)
NORTH SEA OIL (Argus)		FF	5.835 (5.8275)
Crude 15-day (Nov)	\$17.34 (17.19)	SFR	1.408 (1.405)
Crude 15-day (Nov)	\$17.34 (17.19)	Y	106.25 (106.0)
GOLD		\$ index	64.7 (64.6)
New York Comex (Dec)	\$361.7 (361.5)	Tokyo (closed)	
London	\$360.25 (357.25)		

Austria	Sch30	Greco	D200	Lux	LM00	Qatar	QRT200
Belgium	Bel150	Hong Kong	19518	Malta	MDH13	Singapore	SST10
Bulgaria	BUL200	India	INR100	Morocco	MDH13	South Africa	SAF100
Czech Rep	CZK100	Israel	ILS100	Norway	NOK100	Spain	ESP100
Denmark	DKK100	Japan	JPY100	Oman	OMR100	Sweden	SEK100
Finland	FIM100	Portugal	PTG100	Pakistan	PKR100	Switzerland	CHF100
France	FFR100	Russia	RUB100	Philippines	PHP100	Taiwan	TWD100
Germany	DM100	Saudi Arabia	SAR100	Slovenia	SLV100	Thailand	THB100
		South Korea	KRW100	Slovakia	SKK100	Turkey	TRY100
		Taiwan	TWD100	Slovenia	SLV100	USA	USD100
		Thailand	THB100	Slovenia	SLV100	UK	GBP100
		Taiwan	TWD100	Slovenia	SLV100	Yemen	YER100
		Thailand	THB100	Slovenia	SLV100		

Papandreou's health casts shadow over election win

Doubts exist about the veteran leader's ability to withstand the stress of office, writes Kerin Hope in Athens

THE GREEKS woke up yesterday to an uncertain political future under a government headed by Mr Andreas Papandreou, the 74-year-old socialist leader, whose frail health means he is unable to work more than a few hours a day.

The return to power of the Panhellenic Socialist Movement (Pasek) marked a personal triumph for Mr Papandreou over his health and the financial and marital scandals that brought down his government in 1989.

But doubts about his ability to withstand the stress of running the country loom larger than ever. To protect his fragile health, he is expected to run the country from his villa in an Athens suburb rather than from the prime minister's office.

But instead of appointing a deputy premier, who might be tempted to plot his political demise, Mr Papandreou plans to keep a firm grip on his cabinet. Loyal followers from the past rather than talented but possibly troublesome younger socialists will get key posts. Mr

Papandreou will oversee committees of ministers and advisers who will carry out routine government tasks, according to socialist officials.

The "kitchen cabinet" principle of Mr Papandreou's previous term in office seems certain to be revived. The prime minister's heart specialist, Dr George Kremastinos, who has accompanied him on rare trips abroad since his recovery from heart surgery in 1988, is tipped to become minister of health.

The socialists' policies are still unclear, although Mr Papandreou's priority is the deficit problem. The result of a shortfall in revenues and a rise in interest payments on domestic debt to Dr2,200bn (\$8bn) this year, equivalent to 11 per cent of gross domestic product.

Greek bankers and businessmen have been waiting in vain for evidence that Pasok, already committed to abandoning the conservatives' privatisation programme, will not undo their efforts to maintain fiscal discipline.

Moreover, the choice of Mr Giorgos

Gennimatas as economy minister suggests political, not economic, concerns are more important to Mr Papandreou.

As Greece's most popular politician, Mr Gennimatas was due to get a high-profile job, although he has little experience of economic issues and is suffering from cancer.

Near-final election returns gave Pasok

Continued on Page 18
Editorial Comment, Page 17
Observer, Page 17

Bell Atlantic pays \$1bn in Mexican cellular deal

By Damien Fraser in Mexico City

BELL ATLANTIC, the US telecommunications group, is to pay \$1.04bn for a 43 per cent stake in Iusacell, Mexico's second largest cellular telephone company and holder of a potentially lucrative concession to own a national wireless telephone network.

The purchase is the largest foreign stake ever taken in a Latin American cellular company, and may herald further acquisitions by Bell Atlantic in the region, the US company said yesterday.

Iusacell owns a cellular concession in Mexico City, and controls others in Guadalajara and in central and south-east Mexico. It has 135,000 cellular subscribers, making it second to Telcel, the national cellular company owned by Telefonos de Mexico (Telcel).

Iusacell's concessions cover about 60m people, 72 per cent of Mexico's population.

Bell Atlantic and Iusacell plan to add to their cellular business a national wireless telephone network. While such a service would initially be limited to offering local calls, Iusacell and Bell Atlantic are expected to seek a licence to offer a long-distance telephone service in August 1996, when the Telcel's long-distance monopoly comes up for review.

Iusacell is controlled by Mr Carlos Peralta, a Mexican industrialist who will continue to run the company with operational and technical help from Bell Atlantic. Under Mexican law, foreigners can own up to 49 per cent of a cellular telephone company.

Bell Atlantic will immediately acquire 23 per cent of Iusacell, and another 19 per cent later. Iusacell will offer a further 10 per



Boris Yeltsin arrives in Tokyo for a three-day visit. He faced protests over Russia's occupation of four islands which Japan claims

Salaryman fights corporate Japan

By Robert Thomson in Tokyo

MR HARUO KAWAGUCHI is an unlikely challenger to the might of corporate Japan. A company man down to his blue suit, white shirt and nondescript tie, he is fighting for the right not to be selflessly loyal in a society that counts on it.

Mr Kawaguchi has taken his employer, Teikoku Hormone Manufacturing, to court to get compensation for a six-year separation from his family that was the consequence of a standard career move in Japan: a transfer from his Tokyo-based family to Nagoya.

Mr Kawaguchi, a 47-year-old middle-class administrative officer, has challenged the fairness of what is known as tanshin funin, in which husbands are routinely obliged to accept the solitary life of a distant transfer away from their family.

"I am becoming famous. You know they mentioned me on TV. The commentator said he sympathised with me," he said.

He has just lost the first round, but the case has touched a nerve in Japan because of a widespread sense that the traditional contract binding companies and workers for life is up for renegotiation.

Mr Kawaguchi was seeking compensation for the six years he lived away from his family, as his wife was unable to leave her job and he would have been in danger of dismissal had he refused the order to move. The court found he had "no justified reason" to refuse the transfer.

"I don't believe that work itself is the only thing in life.

You have to enjoy life and share things with your family. The company told me I was selfish when I first complained, but I think companies are too strong in Japan. Life has many aspects: your family, the company and the community, and you can't only devote yourself to the company," said this polite rebel.

A survey of salaried workers of Mr Kawaguchi's kind by Meiji Mutual Life Insurance suggested 66.5 per cent believed a merit-based system of employment would take root in Japan, replacing the hierarchy that rewards time-serving and silent suffering.

Asked what they most wanted from their companies, 44.5 per cent of the 800 salaried workers surveyed said "work worth working for", while 42.6 per cent wanted employment that used their skills: 35 per cent said "working at my pace", which means allowing time for personal priorities. Only 17.1 per cent selected "higher salary".

But the Kawaguchi case suggests change will not come as quickly as the salarymen would like. The Tokyo district court ruled it is "not unfair" for a

Continued on Page 18

JB
1735
BLANCPAIN



The ultra-slim watch

SINCE 1735 THERE HAS
NEVER BEEN A QUARTZ BLANCPAIN WATCH.
AND THERE NEVER WILL BE.

Catalogue and video BLANCPAIN SA CH-1348 Le Brassus, Switzerland
Tel. 41-21 845 40 92 Fax 41-21 845 41 88

Eurotunnel confirms start date and need for \$1.5bn

By Paul Taylor in London

EUROTUNNEL said yesterday it was on target to begin phased commercial operations of the Channel tunnel next March, but confirmed it would need to raise at least another \$1bn (\$1.5bn) by mid-May 1994, from its banks and shareholders.

The group has also been forced to reduce its initial revenue estimates because of service start-up delays and fierce price competition and surplus capacity on the Dover-Calais ferry routes. Eurotunnel's prices are due to be announced in January.

Shareholders will be asked to support a rights issue for at least half the additional funds, probably early next year after negotiations with Eurotunnel's 220 banks. Eurotunnel's share price fell by 6p to close at 489p.

Sir Alastair Morton, Eurotunnel's chief executive, said the new funding was mainly required

to pay interest costs on the group's existing \$7.38bn of debt. Although he said projected revenues are expected to cover operating costs by next August, it will be 1998 before the tunnel breaks even on a cash basis.

By that stage Eurotunnel estimates the total cash requirement for the project will have reached \$1.0bn - \$965m more than existing resources including the anticipated exercise in 1995 of warrants which will generate \$230m.

Eurotunnel acknowledged the shortfall could be even higher "depending on a number of continuing uncertainties", including claims by contractors and talks with the banks that have been insisting on additional contingent requirements of almost \$400m. Sir Alastair was confident this figure would be reduced.

Mr Gerald Corbett, chief financial officer, said Eurotunnel's total cash requirement, from establishment in 1986 to the start

of commercial services in March 1994, will be \$8.75bn compared with \$8.4bn estimated in June.

He said the bulk of the increase reflected the signing of the "Protocol" agreement in late July with Transmanche Link, the Anglo-French contractors building the tunnel. Under the deal, Eurotunnel agreed to advance the contractors \$235m pending settlement of the claims.

Sir Alastair said that following that agreement there had been a "significant improvement" in the relationship between Eurotunnel and TML and that work was on schedule for the start of heavy goods vehicle freight shuttle services on March 7. These will be followed by rail freight and tourist shuttle services ahead of the start opening on May 6, and the start of London-Paris Eurostar train services at the end of June.

Editorial Comment, Page 17
Lex, Page 16

CONTENTS

News	Features	Crossword	FT Activities	Share Information
European News	2.3	17	31	32,33,42
International News	6.7	18	32	33
Management	12	19	33	34
Observer	17	20	34	35
Technology	11	21	35	36
UK News	6.9	22	36	37
Law	14	23	37	38
Arts	10	24	38	39
Weather	18	25	39	40
Lex	18	26	40	41

NEWS: EUROPE

Serbs halt relief to siege enclaves

By Laura Silber in Pale, Bosnia

SERB fighters yesterday prevented UN relief convoys reaching up to 150,000 people trapped in two besieged Muslim enclaves in north Bosnia. The inhabitants of Maglaj and Tesanj, northern Bosnia, issued an appeal, broadcast on Sarajevo radio, for the outside world to relieve their plight. The appeal warned that the mostly Muslim population was barely surviving after "months without water or electricity lacking adequate supplies of food and medicine".

It criticised the "indifference" of the international community and called for the opening of land routes.

Overland convoys have been blocked by Serb and Croat forces vying for control of the region from the outgunned, mostly Muslim Bosnian army. Emergency airdrops have been the only relief supplies to reach the towns, cut off for more than three months.

David White adds: Lt Gen Philippe Morillon, former commander of UN forces in Bosnia, yesterday put his weight behind calls for placing the country under provisional UN control.

"If the present leaders really don't succeed in finding a solution urgently and if they carry on being overtaken by their most extreme supporters - and it is a real problem - won't it be time to set up a provisional UN protectorate?" he asked in a speech to the Royal United Services Institute in London.

He recognised that this would be costly but warned that if a purely Muslim state were created in the middle of Bosnia the country might become a long-term source of tension comparable to the Middle East.

Islamic fundamentalism would be given a chance it never had before in the former Yugoslavia, he said.

The UN could try to "freeze" the present situation and prevent the three proposed states of a partitioned Bosnia from driving out minorities.

Government plans £20bn spending in six years

Ireland invests to create jobs

By Tim Coome in Dublin

A SIX-YEAR plan for investment of £20bn (£19bn), the largest and most ambitious in Ireland's history, was unveiled yesterday by Mr Albert Reynolds, the Irish prime minister.

The package aims to achieve an average 3.5 per cent annual growth rate in gross domestic product up to the end of the decade.

The government expects to create some 200,000 jobs as a result of the investment, although the net effect, allowing for job losses in declining sectors, may be only around 10,000-15,000 additional jobs a

year. This is still a long way short of the number of young people entering the workforce each year - almost 70,000.

Funding for the plan will be partly from European Community structural and cohesion funds (£5bn), matching exchequer funds of £5bn and a further £10bn expected to come from the private sector.

Public and private sector investment targeted under the 1994-99 National Development Plan will in effect be double that from 1989-93, with over 50 per cent earmarked for the priority sectors of industry, transport, training and energy.

Private sector investment is expected to concentrate in the

industrial sector, with indigenous industry to receive greater government support than in the past.

EC funds are to be channelled primarily towards training - with particular emphasis on the long-term unemployed - and upgrading of the road and rail network. Public sector investment, sourced from the exchequer and generated from within public sector enterprises, is to be weighted towards training, energy, telecommunications and development of small and medium enterprises.

A total of £3.7bn is earmarked for industry, followed by £3.1bn to be spent on train-

ing programmes. The plan notes that 75 per cent of the registered unemployed have no school qualifications and 40 per cent have not gone beyond primary school education.

£1.1bn is to be spent on the primary road network, including completion of motorway links around the capital and improved access to Dublin port, while £330m is to be spent on public transport, including £200m for a light rail transit system to ease traffic congestion in Dublin.

£1.2bn is targeted at local development initiatives, in particular small and medium-sized enterprises, while £1.6bn is aimed at farming and forestry.



Albert Reynolds: unveiled most ambitious investment plan in Ireland's history

Italy rallies to Delors call to close EC ranks

By Robert Graham in Rome

THE Italian government has thrown its full weight behind the plans of Mr Jacques Delors, the European Commission president, for a political initiative to renew the impetus for closer European integration.

This emerged in Rome yesterday after talks between Mr Delors and Mr Carlo Azeglio Ciampi, the Italian prime minister.

Mr Delors said that without a political initiative or "at least a politico-economic" initiative the EC risked becoming little more than a free trade area "without a soul or common purpose".

Mr Ciampi told a joint news conference he was considering proposals to relaunch the EC via a declaration by the six original signatories to the 1958 Treaty of Rome. Spain, he said, would also be invited to participate since the Gonzalez government had given a clear demonstration of his country's commitment to the European ideal.

It was unclear how far Mr Delors supported Mr Ciampi's idea. Mr Ciampi for his part has let it be known Italy is keen to play an active part at

NORWEGIAN opposition to EC membership has risen to a record 60 per cent, up from 58 per cent registered just days ahead of last month's general election which propelled the staunchly anti-EC Centre party to main opposition status, writes Karen Fosli in Oslo.

The poll, published yesterday in the daily Dagbladet, saw those in favour of membership slip to 28 per cent from 31 per cent last month.

Opposition to membership within the ranks of the governing Labour party rose to 36 per cent (28 per cent).

the forthcoming EC summit in Brussels.

The proposal to return to the core signatories of the Rome treaty, plus Spain, appears a formula whereby Italy reiterates its belief in the aims of the Maastricht treaty - even if it is unlikely to be able to satisfy the convergence criteria essential for monetary union. This shifts the emphasis away from a two-tier Community based on the ability to comply with convergence criteria and concentrates on those countries, like

the UK, whose political support remain ambiguous.

Mr Ciampi is a convinced European and yesterday made clear he had no qualms about renouncing national sovereignty in moving closer towards closer European integration. Although the lira continues to float outside the exchange rate mechanism, he endorses monetary union and has frequently said the mistake had been to move too slowly towards this goal.

During his brief period in office he has sought to improve relations with Brussels and alter Italy's reputation as a partner that talks loudly of the European ideal yet fails to implement EC regulations.

Mr Paolo Savona was under strong pressure last night to withdraw his decision to resign from the industry portfolio in the Ciampi government.

He announced his resignation on Sunday following a disagreement over privatisation policy. Yesterday Mr Ciampi appealed to him to change his mind. Mr Giorgio La Malfa, the former Republican Party leader who shares Mr Savona's views on privatisation, said he hoped the resignation would be withdrawn.

EC research funding in dispute

By Andrew Hill in Brussels

A MAJORITY of European Community member states yesterday rallied behind proposals to spend Ecu13.1bn (£10.1bn) on EC research and development programmes over the next five years.

But ministers from the EC's biggest paymasters - Germany, Britain and France - said they could not agree with the European Commission's proposal for funding of the 1994-98 "framework" programme.

All three believe Ecu13.1bn is too much. France is said to favour Ecu11bn or Ecu12bn over five years, while Britain and Germany have not yet

put forward a figure.

The debate was expected to go on as research ministers tried to reach an initial consensus on the cost and content of the programme, which still has to be discussed by the European Parliament.

National officials said they expected ministerial discussions on the content of the framework programme to be even more difficult than agreement on the budget.

Yesterday's meeting in Luxembourg was the first in what could be a particularly grueling series of ministerial meetings, parliamentary debates and consultations about the fourth framework programme. The proposal requires unani-

mous approval of member states. If the European Parliament disagrees with ministers, the plan could also become subject to the new and complex conciliation procedure between council and Parliament, laid out in the Maastricht treaty. That could draw out the legislative process for more than a year.

● An EC compromise proposal could help speed agreement on a 50-nation east-west treaty aimed at encouraging energy investment in eastern Europe and the former Soviet Union.

Talks on the treaty, which will put the aims of the 1991 European energy charter into action, have reached "a decisive stage", according to organ-

isers of the international negotiations, and agreement may be reached "early next year". Reporting on last week's round of talks, Mr Charles Rutten, chairman of the energy charter conference, said a number of controversial issues, such as transit rights and disputes settlement procedure had already been settled.

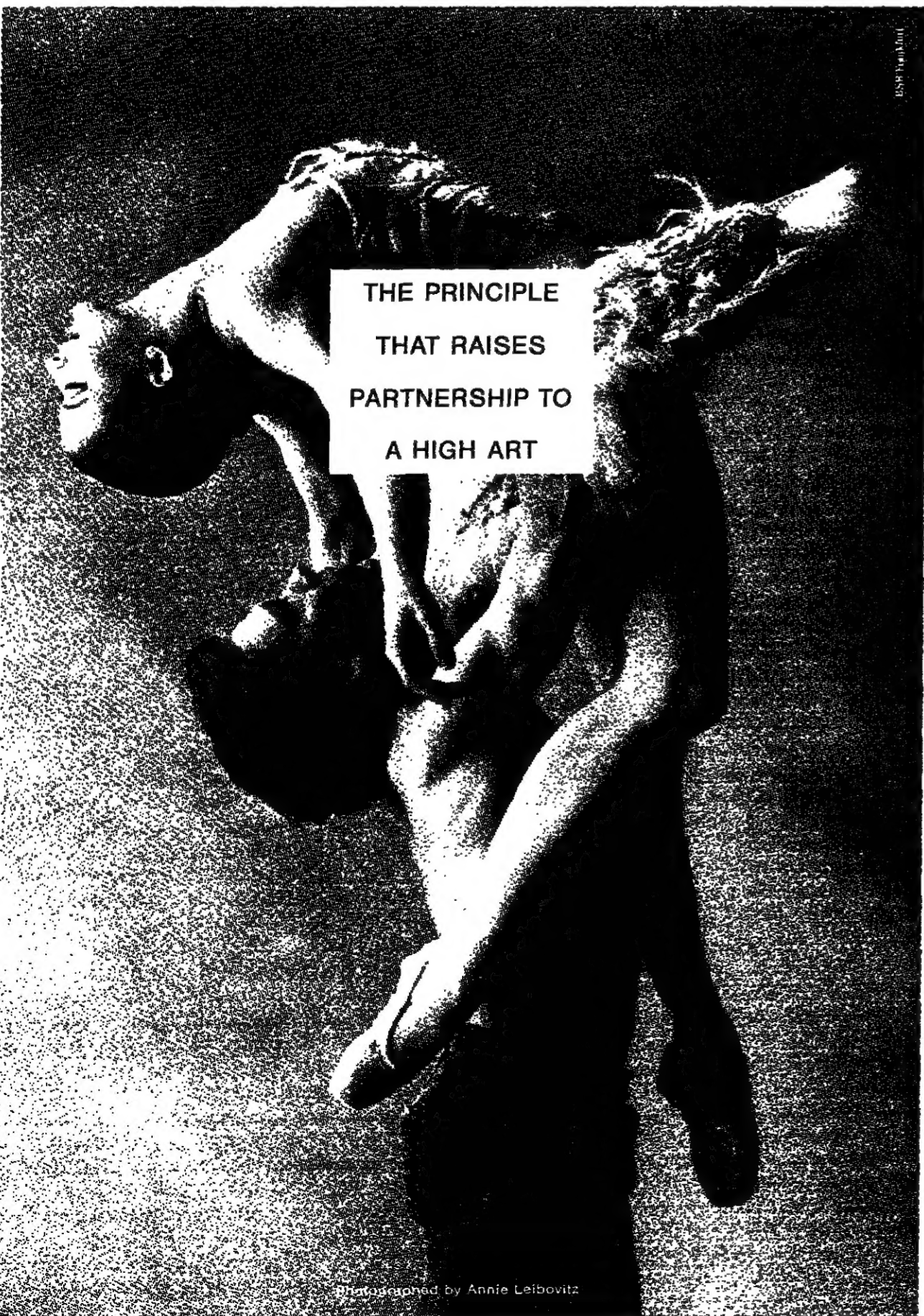
FDP opposes Kohl choice

By Judy Dempsey in Berlin

ATTEMPTS by Chancellor Helmut Kohl to secure full government backing for his controversial presidential candidate, Mr Steffen Heitmann, were thrown into disarray yesterday. The Free Democrats, junior partner in the coalition, backed another candidate.

Mr Klaus Kinkel, the German foreign minister and head of the FDP, said he would support Mrs Hildegard Hamm-Brücker, a 73-year-old political scientist, and former state secretary at the foreign ministry, in next May's presidential election to choose a successor to Mr Richard von Weizsäcker.

His announcement ends weeks of speculation and internal debate about whether the FDP should support Mr Heitmann, or Mr Johannes Rau, the opposition Social Democrats' candidate. It also means that Saxony's justice minister - and Mr Kohl's personal choice - could lose, or be forced into a second round of voting. Mr Kinkel has opted for Mrs Hamm-Brücker largely because of the controversy surrounding Mr Heitmann, officials said yesterday. Last month, Mr Heitmann said in an interview that the Nazi era belonged to a period of German history which had closed following the end of the cold war. The World Jewish Congress has also urged opposition to his candidacy.



THE PRINCIPLE
THAT RAISES
PARTNERSHIP TO
A HIGH ART

■ Every new venture begins with an idea - and internationality, expertise and experience,

with a risk. Whether that involves international DG BANK volunteers an operating principle

trade, equity investment, corporate borrowing that makes every customer a partner in a

or liquidity management, your singular way. ■ We call it

new associate represents an the "WIR PRINZIP", to which

unknown quantity. So diverging DG BANK and its staff are

interests, and the incalculable wholeheartedly committed. The

human element inherent in every business WIR PRINZIP is rooted in the classic tradition

relationship, present possible impediments of the cooperative system linking equal busi-

ness partners. And it has a great future ahead

of it. Because it exemplifies the central idea of

partnership: that mutual cooperation leads to

mutual success. As a customer you participate

In this way of doing business not only through

the customer-driven service quality of

DG BANK; you will also find the same partner-

ing skills are a vital aid for custom-tailored focused philosophy where it has always been

at home - in every Volksbank and Raiffeisenbank.

Headoffice: DG BANK, Am Platz der Republik, D-60325 Frankfurt am Main. Offices in: Amsterdam, Atlanta, Hong Kong, London, Luxembourg, Madrid, Milan, Moscow, New York, Paris, Rio de Janeiro, Tokyo, Zurich.

DG BANK

دعوات الاموال

Yeltsin calls elections to both houses

By John Lloyd in Moscow

PRESIDENT Boris Yeltsin of Russia yesterday issued a decree to hold elections to both houses of the Federal Assembly on December 11 and 12, in a further attempt to squeeze opposition in the regions.

Mr Yeltsin had originally announced that only the lower house - the state duma - would be elected, with the upper house - the federation council - comprising heads of regions and heads of administrations of the republics. However, the virtual suspension of the councils, and the sacking of a number of administrators who supported the parliament in the struggle between it and the president, had rendered the original plan obsolete.

Through details of the decree, signed before Mr Yeltsin left for Japan, were lacking, the official Tass news agency said two deputies would be elected to the Federal Assembly from each of the 88 regions and republics in Russia.

With this decree, the president has now largely com-

pleted a plan to hold a range of council elections in December. However, many believe the time is too short to hold elections fairly and successfully.

So far, the president has decreed elections to the state duma (450 seats, with an equal number elected from party lists and single-member constituencies), decreed elections to the Federal Assembly (166 seats), and recommended elections to the regional and republican councils. The functions of the councils have mainly been transferred under the control of presidentially appointed administrators in the regions pending new elections. A commission is due to report on reform of the regional councils by Friday.

Mr Yeltsin ordered December elections to the federation council in an apparent attempt to curb power in the provinces. The regions, where conservatives occupy strong positions of influence, constitute perhaps the last seat of potential resistance to his emergency rule.

Japanese hostility, Page 4

Belarus finds breaking up is hard to do

Matthew Kaminski and Anthony Robinson report on a state which had independence thrust upon it

THE British government is giving a high profile welcome this week to Mr Piotr Krauchanka, foreign minister of Belarus, a state which had independence thrust upon it by the break-up of the Soviet Union.

The UK side will show appreciation for the Belarus decision to relinquish its inherited nuclear weapons and give assurances that London values the independence of the new state. But the Foreign Office will be wary of giving open support to Belarus in its competition with the Czech Republic for a seat on the UN Security Council.

Unlike the Baltic states, which were freed to return to their historical and cultural roots, Belarus never had an independent identity and faces an unclear future, with few resources and no natural borders or clearly defined reason for existence.

Until recently, oil and raw materials, imported mostly from Russia at subsidised prices, fuelled heavy industry, which accounts for 56 per cent of national income. But trade links with the former Soviet states have been disrupted, leading to a 10 per cent drop in production and a trade deficit of 3.6 per cent of gross domestic product last year.

An unstable currency adds to the anxiety of the republic's 10.7m people. The Belarus payment coupon, printed last year

to cover a shortage of Russian roubles, has lost 30 per cent of its value against the rouble and 120 per cent against the dollar since mid-summer. Inflation hit 32 per cent in July, and unofficially went above 40 per cent in August, mirroring the spiral in Ukraine, another economic basket-case beyond the southern border.

Until the break-up, Belarus vaunted the former Soviet Union's highest living standards and, even last year, GDP fell only a relatively modest 4.6 per cent. But a lack of monetary control, declining oil supplies from Russia and a breakdown in the inter-state payments system has contributed to a 13 per cent decline in GDP since January.

Economic hardship has encouraged many of the republic's Soviet-era political leaders to try to re-establish closer links with Russia and the other former Soviet states.

On September 7, Belarus signed a currency union treaty with Russia and three central Asian republics. On September 24, it joined an economic union pact with nine republics. Under both arrangements, the government in Minsk would leave monetary, tax, trade and



bank policy to Moscow.

Belarusian politicians across the country's monochromatic spectrum openly hope that economic fidelity will salvage preferential trade treatment, including an estimated 50 per cent subsidy on Russian oil imports.

This would underline dependence on its eastern neighbour, which supplies 70 per cent of all imports, and take some of the urgency out of efforts to restructure its economy, particularly the industrial sector. But, with debts to Russia of around Rbs340bn for oil and Rbs100bn for natural gas, and

an expected \$500m-\$1bn balance of payments deficit this year, the still largely unreformed economy offers little alternative.

Recent history, however, points against successful reintegration. The Commonwealth of Independent States, headquartered in Minsk, the Belarus capital, failed to stem the drop in trade and Moscow seems increasingly unwilling - and unable - to foot the bill for a return to an expensive old-style union. The latest economic pacts still have to be approved by the respective legislatures.

Unlike the neighbouring Baltic states, Belarus has a weak base for nationalism, although Mr Zelon Foxziak, leader of the opposition nationalist Popular Front party, has tried to rekindle a sense of nationhood separate from Russia.

Unreconstructed Communists control the government and economic reform, stuck in the mud, has not yielded needed tax and bankruptcy laws. A voucher privatisation programme, passed by parliament this summer after 18 months of debate, is only due to start next July.

Prices are grudgingly being

liberalised. On October 1, rent and hot water bills rose tenfold and three-fold, respectively, and were accompanied by an 85 per cent minimum wage rise. But higher energy prices last month only brought them up from 5 per cent to 20 per cent of cost.

Western advisers advocate setting up an independent currency but Belarus seems scared to take the plunge, largely because old hands at Gosplan, the central planning agency, hold more power than the weak national bank and finance ministry, the two centres of reformist effort.

A heavily militarised industrial base, and broad swathes of farmland heavily contaminated by the Chernobyl nuclear disaster of 1986, are the main legacies of the Soviet past which need correcting. Output at military plants was halved last year but conversion to civilian products lacks money and ideas.

Unlike Ukraine, Belarus has given up nuclear missiles on its territory, prompting praise but only \$75.3m in aid from Washington - strengthening anti-reform and pro-Moscow tendencies in the government

which argue that Belarus has surrendered its potential nuisance value and received little in exchange from the west.

Mr Vyacheslav Kebich, the conservative prime minister, leads efforts to forge a military union with Russia, over the objections of Mr Stanislav Shushkevich, parliamentary speaker and head of state.

However, Mr Shushkevich, a centrist, lacks a political base. A no-confidence motion, albeit lacking a quorum, gained an overwhelming majority in July. Parliament may try to topple him from office again this autumn, further frustrating reform.

Public discontent is rising. A recent survey showed 75 per cent of the people reporting a falling standard of living and only 1.5 per cent claiming an improvement.

Mass protest has never been a staple of Belarusian politics. But concern that economic hardship could push both Belarus and Ukraine back into a reconstituted Russian imperial structure have jump-started western aid, and aroused concern among long-term western planners.

The International Monetary Fund in July approved a \$98m credit, the first tranche of a \$193m systemic transformation facility, for unspecified use, and the World Bank is continuing negotiations on a \$120m rehabilitation loan.

Russia hopeful on debt accord

By Leyla Boulton in Moscow

RUSSIA could conclude an agreement on its commercial debt in a few weeks, Mr Alexander Shokhin, deputy prime minister for foreign economic relations, said yesterday. It would then start making payments on debts to commercial banks which have been subjected to 90-day rollovers until now.

Moscow had set aside \$500m (\$331m) for London Club debt servicing this year, to be paid in three instalments of \$166m, Mr Shokhin said.

Russia had failed to conclude a rescheduling agreement with western commercial banks in Frankfurt last week because of outstanding disagreements and the banks' desire to consult further among themselves.

One of the problems had been Russia's refusal to drop its "sovereign immunity". This

would have given creditors unlimited claim over all state-owned assets, which were considerably greater in Russia than in other countries, he said. Russia was prepared only to grant a more limited government guarantee for debt repayments.

But Mr Shokhin claimed an agreement could have been signed in Frankfurt had it not been for a desire by the small steering committee of bankers, which conducted the negotiations, to consult the 600 banks they represent.

He also announced plans to begin dealing with the arrears owed to companies which had supplied goods to the Russian government. He invited them to form "creditor clubs" in each country, which would then negotiate on behalf of all suppliers with a special committee for managing Russia's foreign debts.

If you can't make it to the end of the test, your company may not make it to the end of the decade.

NEWS IN BRIEF

Satanic Verses translator shot

A NORWEGIAN publisher whose company translated The Satanic Verses by Mr Salman Rushdie, the British author, was shot and seriously wounded outside his home in Oslo yesterday, writes Karen Fosell in Oslo.

Mr William Nygaard was shot three times in the back by an unknown assailant.

Mr Nygaard was known in international literary circles for his staunch defence of Mr Rushdie's right to publish the novel. Oslo police could not say whether an Islamic group was behind the attack. They were watching airports, border crossings and harbours.

French inflation gathers pace

French retail price inflation accelerated in September, as prices rose 0.4 per cent during the month, taking the annualised increase to 2.3 per cent, according to provisional figures from Insee, the statistics institute, writes Alice Rawsthorn in Paris.

The figures show a quickening of the recent trend. French consumer prices were virtually static over the summer, rising by 0.1 per cent in July and stabilising in August.

Denmark cuts interest rates

Denmark's central bank cut the official discount rate and one of its other key short-term interest rates from 8.25 per cent to 7.75 per cent yesterday, writes Hilary Barnes in Copenhagen.

It is the third discount rate cut since the kroner came under speculative pressure at the end of July, when the rate was increased by two full points to 9.25 per cent. The bank said that the latest cut reflected a return to calm on foreign exchanges.

This test poses tough questions about customer service. So does the real-world business environment. That's why Unisys is introducing an answer which can transform your customer service into a competitive advantage: CUSTOMERIZE.

When you CUSTOMERIZE, you put the customer at the heart of your world, rather than the periphery. By embedding customer service objectives within your information strategy, Unisys will help you extend the full capabilities of your enterprise to the points of customer contact - the points where business is won or lost. We'll help enhance your ability to receive information from your customers, and communicate information to them, creating an information flow which leads to bottom-line results. As customer service rises to a

higher level, so will your ability to make new customers, build your relationships with them, and generate revenue.

How to begin? The perfect starting place is our CUSTOMERIZESM assessment. Experienced Unisys business consultants will team with you to evaluate the information flow between you and your customers, identify any barriers to communication, and design technology solutions tied to achievable business goals. We'll commit

ARE YOU CUSTOMERIZED?

1. Do you have as many customers as you want?
☐ Yes ☐ No
Can a bottom line be too healthy? Of course not. And neither can a growth-oriented company have too many customers. They're the engine that generates revenue.
2. Are your customers as loyal as you want?
☐ Yes ☐ No
It's one thing to gain customers. It's another to keep them. The strength of your business depends largely upon your ability to sustain a relationship with customers.
3. Do you generate as much business from each customer as you want?
☐ Yes ☐ No
A critical component of business growth is increased sales content. To maximize each business opportunity, you need a way to leverage your entire organization - to bring it totally to bear at the point of customer contact.
4. Do you really know what your customers want?
☐ Yes ☐ No
Are you alert to every product your customers could use? Every service that might interest them? Every transaction they're prepared to make? Every sale they'd allow you to follow through? Are you thoroughly plugged into your market?
5. Does your entire organization know what your customers want?
☐ Yes ☐ No
A customer orientation has limited value unless it's embedded in the very heart of an enterprise - at all levels, and at every place that directly or indirectly involves the customer.
6. Is your information strategy focused on helping you hear what customers and markets are trying to tell you?
☐ Yes ☐ No
The next best thing to reading your customers' minds is listening to what they're saying. But unless you're constantly tuned in to customers' signals, you're missing messages that could guide you to greater results for your business.
7. Can your organization respond quickly to what customers and markets are telling you?
☐ Yes ☐ No
When the flow lines of your information system are not within your customers' reach, you won't always sense when opportunity knocks. But even if you do, getting the message is not enough. If you can't reply rapidly to market signals with information, products and services, revenue opportunities are lost.
8. Does your information strategy enable the proactive delivery of information to your customers?
☐ Yes ☐ No
Many business plans underestimate the power of information to build customer relationships. But imagine the advantage of an information technology strategy that transforms information into customer-generating, revenue-generating fuel.
9. Are the full capabilities of your organization accessible to your customers at all your field locations?
☐ Yes ☐ No
An office. A branch. A retail site. To a customer, that's your company. One small part of the whole. Which is why you need to leverage your entire organization by extending its capabilities to each point of customer contact.
10. Does your information strategy reflect the bottom-line importance of customer service?
☐ Yes ☐ No
Business is built on customers. Without them, there is no bottom line. Government is also built on customers, the public. And whether you're in the business of commerce or the business of government, no objective of an information strategy is more fundamental than enhanced customer service.

The Bottom Line. If you answered No to any of these questions, you're not yet customized. But you might well agree that this simple test suggests the enormous advantages of becoming customized. And as the leader at customizing business and government, Unisys will work with you to provide the answers you need.

to adopting a vendor-independent approach to the assignment. And we'll apply our industry-

leading expertise at ensuring that an information strategy pays off, not merely shows off.

For more information, fax Graham Roberts on (44) 896 862807. Ask for our CUSTOMERIZESM assessment and discover how we can help your organisation earn high marks in an increasingly customer-driven era.

UNISYS
We make it happen.

'It takes talent to recognise excellence but mediocrity knows only itself!'

We take this opportunity of thanking all our perceptive customers.

AUSTIN REED

15-17 FENCHURCH STREET
1-11 LONDON STREET
AND BRANDES COUNTY WIDE

NEWS: THE AMERICAS

Testing three months for Salinas

Mexico is nervous over Nafta, write Stephen Fidler and Damian Fraser

JUST over a year before he has to give up office, President Carlos Salinas of Mexico faces perhaps the most critical three months of his six-year presidency.

The fate of his grand project to tie Mexico's economy to that of the US through the North American Free Trade Agreement (Nafta) is to be decided by the US Congress before the end of the year; he has to choose the man who will in all probability succeed him; and he must revive an economy that ground to a halt in the middle of this year.

Nervousness in Mexico's government and business community is palpable. If the treaty is rejected, economic revival could be threatened and legitimate victory for Mr Salinas's candidate in next August's election less certain. Mr Salinas himself has raised the spectre of a backlash against the US, and reversal of the improvement in Mexico-US relations.

Mr Salinas's nightmare - that his presidency will be clouded by a final year of economic and political disarray - looks unlikely to materialise, but it is still a possibility.

The president says Nafta is important to Mexico, but denies he has overemphasised

the treaty or that the country's economic future is over-dependent on it. In an interview at Los Pinos, the presidential residence, Mr Salinas said Nafta "will provide us with the opportunity to grow at a higher rate. You must understand that having 35m people in Mexico and adding almost 2m a year to the population makes economic growth not a goal but a necessity".

However, Nafta "was not the only thing" going on in Mexico. The president emphasised his government's economic and electoral reforms, advances in the educational and health systems, and improved trade relations with many parts of the world, which would continue whether Nafta was approved or not.

Even many of Mr Salinas's critics agree that his reforms have placed the country's economy on its soundest footing for decades. Inflation is down to single figures as the government has eschewed deficit financing. The imminent independence of the central bank should heighten the chances that this will continue. International reserves are at record levels, reducing the chances of a currency crisis if Nafta fails.

After several years of fiscal and monetary austerity, the

government is finally pushing more money into the economy to spur growth: under the annual pact agreed this month with business and labour unions, the budget will move from surplus this year to balance next, and the minimum wage will be increased by more than 15 per cent.

However, officials are adamant that they will not push for growth at any cost, and if Nafta is rejected they will not devalue to try to kick start the economy. "For us, zero growth and no devaluation is better than 3 per cent growth at the cost of a devaluation," said a senior government aide. The government was prepared to accept higher interest rates that would almost inevitably follow a collapse of the trade treaty.

This attitude may be reinforced by the perception among senior officials that, despite low growth this year, the government and its policies remain relatively popular. The ruling Institutional Revolutionary party (PRI) won a landslide victory in the July gubernatorial elections in the State of Mexico - which it lost to the leftist alliance of Mr Cuauhtémoc Cárdenas in the 1988 presidential election.

Mr Cárdenas will again provide the main opposition to the PRI in August's presidential election and - while he has toned down his own anti-US rhetoric - could be expected to make political capital out of a failed treaty and slow growth. The collapse of Nafta might therefore make the campaign closer than it would otherwise be.

It is not yet clear who will be the PRI's candidate. The current front-runner is Mr Luis Donaldo Colosio, the social development minister. His critics argue that his views are a mystery and his intellect untested, but Mr Colosio is popular in the ruling party and close to the president, and has built important alliances within the government, including with Mr Salinas's powerful aide, Mr José Córdoba.

However, in the past, front-runners have ended up losing and although outsiders cannot be ruled out, Mr Manuel Camacho, the mayor of Mexico City, is the second favourite and Mr Pedro Aspe, the finance minister, the third. Mr Aspe's weakness is seen as his aristocratic demeanour and even his supporters say he would make a better president than candidate. Mr Camacho is suspected of populist instincts and would

probably very soon have to establish an alliance with someone with good economic credentials such as Mr Aspe.

The most striking thing though is not the differences between the men but their similarities - all are US-educated males in their 40s, who worked under Mr Salinas in the 1980s when the president was budget minister. Moreover, the alliances among senior politicians are such that whoever wins, the shape of the next cabinet is likely to be similar to the current one.

The choice of candidate is likely to be Mr Salinas's and only ostensibly the party's. The next president, Mr Salinas said, "has to be a person who has very high political skills and very solid technical formation. In the world of today no head of state can neglect the importance of understanding the economic forces working within society and certainly in international relations."

He also underlined his view that if the US Congress has not passed the Nafta treaty by January, he will regard it as dead, and that no renegotiation would be possible. In saying this, the president is clearly hoping to sway US congressmen who say they favour some kind of free trade agreement



President Salinas: successor must have 'high political skills'

with Mexico, but not the one currently under consideration. If the accord does fail, there will undoubtedly be ramifications: relations with the US will be hurt, interest rates will be higher and economic growth possibly slower than otherwise. One minister also

worried out loud: "A lot of people in the bureaucracy are opposed to Nafta and I'm concerned that they will use the defeat of Nafta to hurt its supporters." While this suggests the near-term outlook for Mexico would be difficult, it does not portend a catastrophe.

Canadians warned on regional divide

By Bernard Simon in Toronto

A STRONG performance by Canada's two fast-growing regional parties in the October 25 general election could polarise the country and hasten its eventual fragmentation, voters are being warned.

With two weeks to polling day, the popularity of the Bloc Québécois in Quebec and the Reform party in western Canada has become the main talking point of the election.

Mr Patrick Monahan, constitutional lawyer at Toronto's York University, wrote in a commentary in yesterday's *Globe and Mail*: "The election is shaping up as a fundamental watershed for the country, the domestic equivalent of the fall of the Berlin Wall in Europe."

According to the latest opinion polls, the BQ has the support of over 40 per cent of voters in Quebec, while Reform has pulled ahead of all other parties in the western provinces of British Columbia. It also enjoys substantial support in the three prairie provinces of Alberta, Saskatchewan and Manitoba.

Backing for the BQ and Reform has come largely at the expense of the Conservatives, under Prime Minister Kim Campbell, who are now given only the longest odds to win a third successive term in office.

The Liberals are favoured to win the largest number of seats, but the regional parties' performance will largely determine whether the Liberals have enough seats to form a majority government. The bulk of Liberal MPs are likely to vote from Ontario, heightening regional differences.

The left-leaning New Democratic party, which currently has 43 out of 285 seats in the House of Commons, is facing obliteration in the election.

Mr Jean Chrétien, Liberal leader, sounded a dire warning about the impact of strong BQ and Reform representation in the House of Commons: "If you have an English Canada on one side and a completely French Quebec on the other side, you end up with two nations and eventually two countries," he said.

The popularity of both groups largely reflects voters' disillusionment with the traditional parties. An unemployment rate of more than 11 per cent, the strains caused by a more competitive trading environment, and periodic reports of politicians' misdeeds in Ottawa have all contributed to a desire for radical change.

The BQ favours eventual sovereignty for Quebec, but it has drawn support even from non-separatists with its promise to put the interests of the francophone province first. The Reform party has a populist, right-wing platform which includes drastic cuts in government spending, an end to national bilingualism, and stricter immigration curbs.

Haitians hostile to US troops

By George Graham in Washington

US troops on a multinational peace mission to Haiti met hostility yesterday, adding to fears among US politicians that the troops could come under attack like the US force now engaged in Somalia.

The USS *Harlan County*, with about 200 US personnel on board, was blocked from docking and embassy personnel were turned away from the port by shouting protesters in Port-au-Prince, Haiti's capital.

"We don't want foreigners coming here and trying to tell us what to do!" one man shouted. US officials played down the incident.

The US troops are being sent as part of a plan sponsored by the United Nations and the Organisation of American States to restore to office President Jean-Bertrand Aristide, who was ousted by a military coup two years ago.

The US is playing a secondary role, supplying engineers to help build roads and clinics while leaving the task of training a new police force to French-speaking countries.

The US troops, who will eventually number around 700, are to be only lightly armed, but US officials say they will be able to defend themselves in an environment much less dangerous than Mogadishu.

Eli Lilly to cut 20% of workers

By Karen Zagor in New York

ELI LILLY, the US pharmaceutical company, is cutting about 20 per cent of its worldwide workforce and shrinking its London headquarters in an effort to remain competitive in an increasingly hostile industry.

As much as 10 per cent, or 2,000 positions, are expected to disappear by mid-1994 through a combination of early retirement, attrition and selective hiring. Lilly hopes to eliminate a further 2,000 jobs by cutting use of temporary and contract workers and consultants.

The move marks the first big initiative by Lilly's new management. The company's former chief executive, Mr Vaughn Bryson, resigned in June after clashing with Lilly's board. Lilly's failure to produce new, big-selling drugs and its disappointing results contributed to the resignation. Mr Bryson was replaced by Mr Randall Tobias, former vice chairman of American Telephone & Telegraph.

Lilly plans to accelerate the

expansion of its European pharmaceutical operations, but sharply to reduce the size of its London headquarters and Vienna regional office.

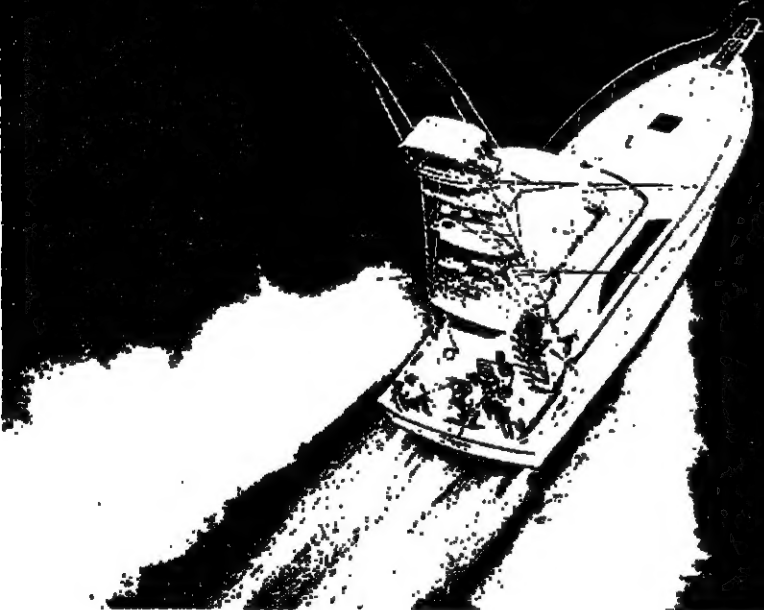
"These actions are the first in what we expect to be a series of decisions that will help us achieve stronger long-term growth by reducing our expenses and improving our efficiencies and expanding our capabilities," said Mr Tobias. "These are among many alternatives we're considering in light of our changing global markets and the economic realities of those markets."

Lilly has been hit by pressure to reduce drug prices. In addition, the Indianapolis-based company has been plagued by the absence of important new drugs.

As a result of its early retirement programme and job cuts in Europe, Lilly said it would take special pre-tax charges against fourth-quarter earnings. The company predicted third quarter earnings of 98 cents to \$1 a share. On Wall Street, Lilly's shares rose 3 1/2% to \$32 1/2 at mid-session.

The challenge:

TO STEER CLEAR OF THOUSANDS OF NAVIGATIONAL HAZARDS IN OUR COASTAL WATERS.

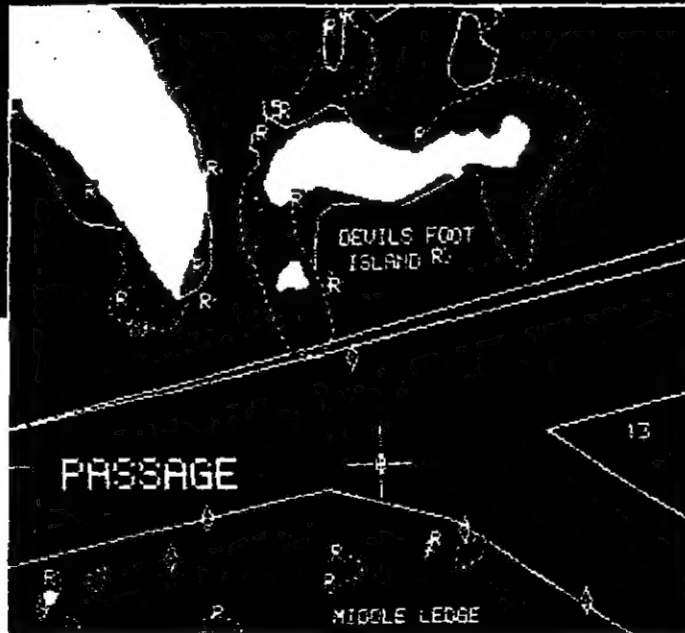


Raytheon has been helping keep boaters out of harm's way since we pioneered the first marine radar.

Raytheon also developed the first sonar, the first depth-sounding equipment and the first easy-to-read radar display viewable in full daylight.

Now Autohelm, one of our newest subsidiaries, meets the challenge of simplifying navigation with its revolutionary SeaTalk™ system.

SeaTalk introduced the era of information sharing between onboard electronic instruments. Every SeaTalk unit - whether it's a chart plotter, depth finder, compass or autopilot - is linked together. This allows data to be shared, combined, calculated and displayed instantly just by pressing a button.



SeaTalk is a good example of how Raytheon, a leader in marine electronics for 40 years, puts advanced technology to work to make life simpler, easier and safer for boaters around the world.

Send us more challenges.

The same "can-do" spirit that makes Raytheon a leader in marine electronics is also the driving force behind our proven performance in defense, energy and environmental services, electronics, aviation and appliances.

We thrive on challenges. Send us more.

Raytheon
WE THRIVE ON CHALLENGES

#1 THE FIRST INDEPENDENT RUSSIAN STATES LICENSED AIR CHARTER CO.

CHARTER • SALES • MANAGEMENT

alg

ALG AEROLEASING
Geneva 41-22-798 45 10
Zürich 41-01-814 37 00

USA 1 201 993 93 93
ASIA 65 491 95 22
CIS 7 044 216 44 78

France wants Gatt to leave farm issues

By David Buchan in Paris, David Dodwell in London, and Nancy Dunne in Washington

FRANCE believes Gatt negotiators should aim to reach an interim trade accord this year, leaving difficult issues such as agriculture and audiovisual broadcasting to be resolved later, Mr Alain Juppé, foreign minister, said yesterday.

The call flies in the face of conviction among Gatt negotiators from the European Community, the US, and farm exporting countries that exclusion of farm trade, and a failure to meet the December 15 deadline for completion of the talks, would trigger a collapse of the Uruguay Round into trade war.

Mr Peter Sutherland, director general of Gatt, asked this weekend during a visit to Singapore whether agriculture could be hived off from the Uruguay Round negotiations, was blunt: "No," he said: "There are so many parties that would walk out of the

agreement that it's not possible.

"As some would see it, a partial agreement of that kind would give a free ride to the developed world in areas of interest to them, but fail to demand some reciprocal movement in areas of importance to developing countries such as agriculture and textiles.

The French call for a "partial Gatt" is a switch of tactics for Paris, which has been insisting on a global deal with other countries making concessions in the 14 non-farm areas to balance out any sacrifices made by France in agriculture.

But it in no way constitutes an overall concession from France, which always wanted farm trade kept out of Gatt and still demands an exclusion for broadcasting.

The tactical change seems designed to avoid France being accused of obstructing all progress with its demands for a revision of last year's transatlantic farm deal.

A striking example of



Alain Juppé: leave difficult issues to be resolved later

France's lack of a pro-Gatt lobby came in answer to a question posed last week by the Liberation newspaper to 40 leading businessmen: "In the interest of its industry, would France be right to sign a Gatt deal even if it does not full satisfaction on agriculture?" Only four bothered to reply, and none in clear terms.

According to one Washing-

ton-based trade strategist, a good segment of the US trade community is so frustrated with the problems of the agriculture negotiations that it would like to take farm trade off the table. "But we've gone over the waterfall in a barrel," he said: "There is no backing up. Even if the US would agree to it, the Cairns group of farm exporters would not.

Japan finds car market hub

Thailand's demand is growing fast, says Victor Mallet

THIS morning I gave money to support the government - 25m baht [2555,000], says Mr Takuma Sato, president of Toyota Motor Thailand, during an interview at his office near Bangkok.

His public relations manager hurriedly intervenes to explain that the \$1m donation to Mr Chuan Leekpai's government is for worthy projects to alleviate Bangkok's notorious traffic congestion, including the purchase of a helicopter and funding for research.

Mr Sato's casual remark, however, helps to illustrate the importance Japanese motor manufacturers attach to Thailand: as a developing market in which they account for 33 per cent of vehicle sales, and as a potential automotive industry hub.

Toyota has a 25 per cent share of vehicle sales in Thailand, and its biggest operation in south-east Asia: reducing traffic jams - Toyota is sponsoring a second symposium on the problem in November - is good for business.

Three years ago, Thailand was Toyota's seventh largest foreign market and last year its fourth; this year it will be third or second.

With the economy expanding

at about 7 per cent a year, Thailand's middle class is growing fast. Last year vehicle sales rose by 35 per cent to 362,987 units; between January and August this year they rose a further 36 per cent over the same period in 1992.

Toyota predicts total industry sales of 440,000 to 450,000 in 1993, followed by more modest growth to bring the figure above 500,000 by the turn of the century.

Japanese corporations are not the only beneficiaries. Although nearly half of the vehicles sold in Thailand are still one-tonne Japanese pickups (dubbed "the national car" and often adapted for passengers as well as freight), the luxury car market, dominated by European manufacturers, has also expanded rapidly, especially since tariff barriers against the import of complete vehicles and kits were eased in 1991.

A total of 8,459 Mercedes Benz cars were sold in the first eight months of this year, more than double the number at the same time in 1992.

Suppliers to the industry have done well, too. The Thai affiliate of Bridgestone, the Japanese tyre company, is planning to build a second factory and treble production

capacity to 30,000 tyres a day. Burmah Castrol of the UK, known for its lubricants, says Castrol Thailand already ranks in the top 10 Castrol companies worldwide and could soon become more profitable than Castrol UK.

Chrysler and GM of the US are both considering establishing assembly operations in Thailand. Toyota has earmarked \$14.3bn for expansion in Thailand, and Mitsubishi and Isuzu also have plans to invest hundreds of millions of dollars.

"All [Japanese] manufacturers are now considering expansion in this country," says Mr Sato.

The idea is not merely to take advantage of the Thai market. Japanese vehicle and component manufacturers also want to achieve economies of scale in their regional and global production.

Thailand's modestly-priced workforce, relatively sophisticated industrial base and large collection of Japanese or Japanese-affiliated component makers all fit that description. The recent rise of the yen has further encouraged Japanese companies to shift production to Asia.

"In 1993, the Thai auto indus-

try remains a predominantly domestic industry," says a report published this year by Thailand's Board of Investment. "But current political reforms and massive Japanese inward investment portend changes."

Toyota has made a start. A joint venture with the Siam Cement conglomerate produces diesel engines for one-tonne pickups which are exported to countries within the six-nation Association of South East Asian Nations (Asean), as well as to New Zealand and Portugal. Toyota Corolla body parts are stamped in Thailand and exported to the Philippines.

In all, Thai automotive component exports grew to \$350m (\$281.7m) in 1992 from \$63m in 1987. But the protectionist policies of individual Asean countries are making it hard for Toyota and its rivals to produce parts in such volumes that they are cheaper than those made in Japan.

Mr Sato, however, believes that Thailand and other Asean countries will eventually export substantial numbers of cars and parts to each other, to Indonesia, and even to Japan itself. "In the 21st century," he said, "maybe Asean will be the biggest [vehicle] market in the world, bigger than the USA."

Pirated music in sales of \$2.1bn

By Michael Skapinker, Leisure Industries Correspondent

NEARLY 700m pirated music cassettes and 35m unauthorised compact discs were sold worldwide last year, according to figures to be released later this week by the International Federation of the Phonographic Industry.

Unauthorised sound recording sales had a retail value of \$2.1bn (\$1.4bn) in 1992, or 7 per cent of total sales. This compares with \$1.43bn in 1991. The increase largely resulted from the federation obtaining more information about the level of piracy in China, Mexico, and Poland, rather than from a substantial rise in unauthorised sales.

The federation said its figures probably understated piracy, however, as they did not include the former territories of the Soviet Union or the United Arab Emirates.

The biggest pirate music market last year was the US, where unauthorised recordings

PIRATE MUSIC SALES (BY VALUE)

Country	Pirate sales US\$m	Share % of country's total sales
US	463.4	5
China	330.0	48
Mexico	250.0	30
Germany	121.0	4
Italy	105.1	14
Poland	102.3	61
South Korea	72.5	13
India	69.0	27
Thailand	64.8	28
Saudi Arabia	52.3	60

Source: IFPI

had a retail value of \$463m. This is a reflection of the overall size of the US market rather than of a substantial level of piracy. Only 5 per cent of US sales were unauthorised.

Smaller markets with high proportions of unauthorised sales included El Salvador, where 85 per cent of units sold were pirate copies, Nicaragua (82 per cent), Peru (81 per cent), Kenya (74 per cent) and Ivory Coast (70 per cent).

Bonn urged to promote exports more vigorously

By Quentin Peel in Bonn

AGR Matthias Wissman, Germany's recently appointed transport minister, has called for a more aggressive government policy of trade promotion, in the wake of Siemens' failure to win a big contract for its ICE high-speed train in South Korea.

He flew to the US last week to support a promotion for the train, which is now running for three months on an Amtrak test track between Washington and New York.

He believes a significant factor in the loss of the \$2.4bn Korean contract - which was won by the Anglo-French GEC-Alsthom consortium with the French TGV - was the lower

level of German government support for the project.

Mr Wissman called for "aggressive supporting measures" to back up German industrial projects, particularly high technology projects such as the Intercity Express (ICE).

He said all government departments should be involved in working out joint marketing strategies with German industry, using all possible support measures in German embassies, trade missions, chambers of commerce and information offices, to promote high-profile German products.

The campaign would not involve direct subsidies to industry; nor should it include deals on export quotas or reciprocal trade accords, which would only result in trade distortion, he said.

Germany's failure to win the Korean railway contract was seen as a blow to German technological prowess, but the French were praised in Germany for a more effective marketing effort. This included visits to Seoul by senior French ministers, such as Mr Alain Juppé, the foreign minister, and the prospective visit by President Francois Mitterrand to coincide with signing the contract. The French embassy also had a special attaché dealing exclusively with railway matters.

Mr Wissman is determined that efforts to break into the US high-speed train market should not fail for want of official support. He flew to the opening in Washington of the first test run on the Amtrak line to New York.

Siemens, in partnership with General Motors, GEC Alsthom and Sweden's ABB are all competing for contracts with Amtrak, expected to be awarded next spring, for about 26 high-speed trains. A key part of the deal will be award of significant volumes of subcontracting to US suppliers.

CONTRACT R & D

MONSANTO

OXFORD INSTRUMENTS

PLC · LAPORTE PLC · ROTHMANS

OF PALL MALL INTERNATIONAL LTD

DEPARTMENT OF TRADE AND INDUSTRY

THE GENERAL ELECTRIC COMPANY PLC

AMERSHAM INTERNATIONAL PLC · IMPERIAL

CHEMICAL INDUSTRIES PLC · ENTERPRISE OIL

PLC · TAYLOR WOODROW PLC · ISHIKAWAJIMA-

HARIMA HEAVY INDUSTRIES COMPANY LTD

BRITISH NUCLEAR FUELS PLC · EXXON CHEMICAL

LIMITED · THE BRITISH PETROLEUM COMPANY

PLC · DAVY INTERNATIONAL LIMITED · LUCAS

INDUSTRIES PLC · SCOTTISH NUCLEAR LTD

TEXACO LTD · AMERADA HESS LTD

BRITISH RAIL RESEARCH · NORSK

HYDRO · KOBE STEEL EUROPE

LIMITED · HEALTH & SAFETY

EXECUTIVE · SUMITOMO

CORPORATION · SHELL

U.K. EXPLORATION AND

PRODUCTION · KODAK

NUCLEAR ELECTRIC

WHERE DID ALL

THESE COMPANIES

GO TO HELP SOLVE

THEIR SCIENTIFIC

& ENGINEERING

PROBLEMS?

PLANT PERFORMANCE

WASTE MANAGEMENT

SOFTWARE ENGINEERING

MANUFACTURING TECHNOLOGY

RISK MANAGEMENT

PROJECT ENGINEERING

ENVIRONMENTAL PROTECTION

SAFETY MANAGEMENT

EurekAEA!

All these companies and many more know that working with AEA Technology gives access to a world class scientific and engineering skills base, advanced equipment and facilities and, above all, the know-how of more than 3,000 graduate scientists and engineers, many recognised internationally as experts in their fields.

We have a unique track record. Our original mission, as the UK Atomic Energy Authority, was to lead development of technology for the nuclear industry. There, we worked at the forefront of the most technically demanding areas of science and engineering. In addition, for almost thirty years now, we have been active

in many fields outside the nuclear industry, with world-beating capabilities in environmental protection, safety and reliability, and technological services and products for industry, mainly focused on optimising plant performance.

Today, AEA is a fully commercial, high quality services

business, dedicated to helping our customers benefit from innovation and technology.

To find out more about how our expertise can help your business, telephone us now for a brochure.

☎ 0272 76 89 76

AEA. Science and engineering at your service.



AEA Technology

FTT 120

NEWS: INTERNATIONAL

More held in Japan construction scandal

By William Dawkins in Tokyo

THREE senior executives of Japan's largest construction group, including the head of the construction industry association, were yesterday charged with bribery.

The charges bring to a climax a public investigation into allegations of widespread bribery of provincial government officials by the construction industry, until recently a big source of campaign cash for Japanese politicians.

The investigation has so far led to the arrests of 81 executives from Japan's top five construction groups, in the process hitting their profits and fuelling US complaints that the construction market is rigged against competition.

The Tokyo district prosecutors' office yesterday indicted Mr Teruo Yoshino, chairman of Shimizu and head of the influential Japan Federation of

Construction Contractors, over the alleged payment of a ¥10m (\$82,500) bribe to obtain public works contracts. Two fellow board members, Mr Hiroyuki Koyama and Mr Akikazu Matsumoto, were also charged with bribery. Mr Fujio Takeuchi, former Ibaraki prefectural governor, was charged with receiving bribes. Mr Takeuchi is already facing bribery charges in connection with another construction group, Hazama.

An irony of Mr Yoshino's indictment is that he was until his arrest leader of a campaign against bribery and bid-rigging in the construction industry.

The Shimizu executives were arrested last month on evidence believed to have been gathered from the papers of Mr Shin Kanemaru, the former political godfather of the Liberal Democratic party, who is now on trial for tax evasion on cash received from construc-

tion groups. Mr Kanemaru's downfall contributed to the LDP's recent election defeat.

While Shimizu is the biggest corporate target in the construction scandal, the national tax administration agency says its inquiries are widening. The agency has also asked local tax offices to investigate sub-contractors and suppliers suspected of concealing payments from construction groups.

The five companies implicated have been temporarily banned from bidding for some public works contracts, causing most of them to reduce profits forecasts for this year.

The psychological pressure on executives has been heavy, as was underlined when a Shimizu regional finance manager was taken to hospital on Sunday after apparently cutting his throat and wrists in a park outside the Tokyo prosecutors' office. Prosecutors had questioned him earlier.



Chinese police march prisoners in front of Beijing's railway station yesterday. They were jailed for 3-10 years for ticket scams.

Vietnam reforms praised by IMF

By Iain Simpson in Phnom Penh

VIETNAM'S market reforms are working well and the country is on track to catch up with its South-East Asian neighbours, according to the managing director of the International Monetary Fund, Mr Michel Camdessus.

Speaking at the end of his first day of an official visit to Vietnam, Mr Camdessus said the government had coped remarkably well since the collapse of its main supporter, the Soviet Union. He also told his hosts that the IMF would help Vietnam reschedule its \$4.5bn (\$3bn) debt in negotiations next month with the Paris Club of government creditors and with its former allies in Russia.

Mr Camdessus has long been an enthusiastic supporter of Vietnam's market reforms, which began in 1986, and has previously described the country as a model of economic transformation. His visit to Hanoi comes a week after the IMF announced a loan of \$225m to Vietnam, its first new loan to the country for more than 10 years.

That became possible after President Bill Clinton said in July that his government would no longer block attempts to repay the Vietnamese debt to the IMF. A consortium of governments and banks, led by Japan and France, helped Vietnam to repay the \$10bn debt to the IMF. The World Bank and the Asian Development Bank have since followed the lead of the IMF, announcing project loans to Vietnam worth more than \$500m. More projects, worth as much again, are expected to be submitted for approval by the end of the year.

Vietnam has implemented many market reforms since 1986, allowing farmers and other producers to sell their products at market prices, rather than selling them to the state at fixed prices. Hanoi has managed to bring the resulting inflation under control and boost exports.

Algeria executes 13 extremists

ALGERIA yesterday executed 13 Moslem fundamentalists, the largest number to go before the firing squad in 20 months of violence, Renter reports from Algiers.

The executions, announced by the Justice Ministry, signalled a continuing crackdown despite efforts to find a political consensus before the end of the year.

"The execution of these criminals reaffirms the will and determination of the state to protect lives and property and ensure stability and social peace," the ministry said.

Announcing the executions in a statement carried by the official news agency APS, the Ministry said six other condemned men had been reprieved. After the rejection of court appeals, condemned men may be reprieved only by the head of state, Mr Ali Kafi. Earlier this year, he commuted eight death penalties to life imprisonment but allowed

three batches of executions to go ahead.

Violence erupted in January after the army-backed authorities cancelled a general election in which the now-outlawed Islamic Salvation Front (FIS) had taken a huge first-round lead. The then president, Mr Chadli Benjedid, quit in what diplomats termed a bloodless coup. A five-man presidency took over, promising to return the country to a state of law, ensure the safety of its 26m people, and stand down by the end of this year.

The FIS was later banned and its headline wing is frequently blamed for ambushes in which members of the security forces, their relatives, intellectuals, politicians and journalists have been murdered. In response, special courts, in the capital and two of the country's biggest cities, were set up late last year with tough powers to combat killings, sabotage and "terrorism".

Thieves on rice rampage

By William Dawkins

RICE thieves are on the rampage in Japan, attracted by the high prices created by the worst harvest since the war, according to the national police agency.

Thefts of the staple are increasing throughout Japan, traditionally known for an absence of petty crime beneath the big financial corruption scandals of the past few years.

The agency said rice worth ¥34m (\$212,000) had been stolen in 208 incidents in the first nine months of the year, almost the same as for the whole of 1992. Police expect the number of thefts to rise as the harvest progresses from southern to northern regions. Police are worried by the spread in rice-stealing from criminals to ordinary workers, which they take to be a mark of the seriousness of the recession.

China lets off a blast of pique

By Tony Walker in Beijing

WHEN China detonated a nuclear device underground at its Lop Nor test site last week, it seemed more like a riposte to a world that had not been all that kind to it recently than a blast in the interests of national defence.

In Beijing, where the mood is decidedly less buoyant than before China's crushing disappointment over its loss of the Olympics to Sydney, it is possible to detect a sourness towards the outside world: although Chinese officials are careful to avoid suggestions they have been bad losers.

The harder edge to Chinese policy statements was apparent in an address by Premier Li Peng on the eve of the October 1 anniversary of the founding of the People's Republic. "We are firmly opposed to all acts of interference in China's internal affairs and acts of violating China's sovereignty and will absolutely not accept them," Mr Li said.

While they might not say so

publicly, there is no doubt officials apportion a good deal of blame to human rights campaigners in the west for the Olympics loss.

Beijing is finding that constructive engagement with the outside world is not a simple thing, and brings with it pressures that could be ignored, or at least shrugged off, in the past. Now, it is not so easy, if China wants to continue to reap the benefits of its increasing interdependence with the world economy.

The nuclear test in many ways encapsulates the problem, with Chinese officials claiming Beijing was being subjected to "double standards" by an international community whose mission was to keep China weak. The US, as officials point out, has conducted 25 times the number of China's nuclear tests.

"The Chinese Government has always exercised utmost restraint on nuclear testing and the number of nuclear tests it has conducted is extremely limited," an official

statement said. Chinese officials also charge that the west has a vested interest in applying a moratorium on nuclear testing, since this would preserve its advantage in the nuclear arms race.

China exhibits similar irritation when an issue is made of its weapons sales, arguing its involvement in the arms business is dwarfed by that of the US as the world's biggest supplier of weapons. This was the theme of Beijing's reaction in August to Washington's announcement that it was imposing sanctions on the export of high-technology items in protest at Chinese missile sales to Pakistan.

"The US," a Chinese official charged, "has poured large amounts of advanced weapons into the region sensitive to China, threatening its security, and made groundless accusations against it."

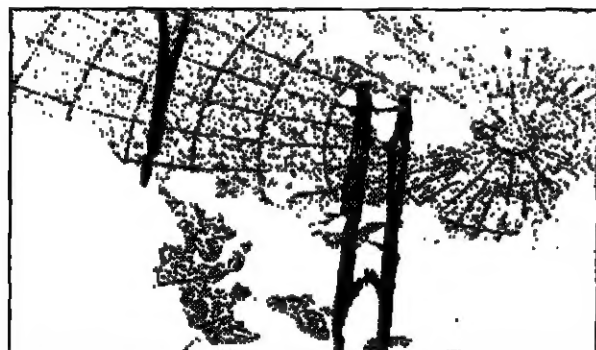
Western officials in Beijing have been monitoring carefully Chinese actions in the wake of the Olympics vote for signs of a hardening of attitudes. Indi-

cations that Beijing may again be stiffening its campaign against Governor Chris Patten's proposals for extending democracy in Hong Kong before China's 1997 takeover are being cited as evidence of Olympic fallout.

Publication on the front pages of Chinese newspapers the day after the Olympics vote of an 11-year-old directive from Deng Xiaoping, China's paramount leader, threatening to seize Hong Kong before 1997 if circumstances deteriorated there, is seen as one of the more conspicuous examples of Chinese pique.

Domestically, a wave of executions of criminals and the sentencing to death of officials convicted of so-called economic crimes are also being portrayed as a sign of a more uncompromising leadership. But what is almost certainly true is that China's feelings have been bruised, and its responses to real or imagined slights by the international community are likely to be sharper in the months ahead.

Global Business Options™



Select our special Global Business Options programme at participating Inter-Continental and Forum International hotels and choose one of the following valuable options at no extra charge.

- ☐ Upgrade to a junior or one-bedroom suite.
- ☐ Double airline mileage or points for participating airlines.
- ☐ US\$25 credit (\$15 at Forum hotels) per day for food and beverage, or laundry and valet, or telephone and facsimile.

Choice and Value



As an additional bonus, when you charge your stays with the American Express® Card, you will receive a certificate entitling you to select one additional option on your next Global Business Options stay. Below are just a few examples of the great rates being offered at over 80 participating Inter-Continental and Forum International hotels around the world.

Global Business Options Room Rates

Bangkok	Bht 3,649	Jakarta	US\$ 168
Berlin	DM 295	London* E&VAT	UK£ 140
Cairo* E&VAT	US\$ 115	L. Angeles* E&VAT	US\$ 139
Cancun* E&VAT	US\$ 175	New York* E&VAT	US\$ 179
Frankfurt	DM 335	Paris	FF 1,600

Uniquely Inter-Continental

To make a reservation, contact your travel agent, your nearest Inter-Continental hotel, or call in France 05 90 85 55, in Germany 0130 85 3955, in Italy 1678 72070, in Spain 900 99 4420, in United Kingdom 0345 581444, and ask for Global Business Options.



INTER-CONTINENTAL HOTELS

Rates are per room, per night, single or double occupancy. *On some locations rates and service charges are additional. Rates may be subject to change without notice. Reservations must be made at least 30 days in advance. Cancellations must be made at least 30 days in advance. If an option is not available at time of check-in, a substitute will be offered. Limited number of rooms available at this price. Rates may be subject to change. Offer valid where published in the Inter-Continental Hotels brochure.



مكتبة الامارات

Today Europe.

Wednesday 13 The World.

The FT Exporter is a quarterly review providing comprehensive, up to the minute news and information for exporters, including an exclusive Top 100 list of the UK's leading exporters.

It will provide expert analysis of export opportunities in China and Poland as well as insight into the cross-border trade implications of the GATT negotiations.

Mr Mickey Kantor, the United States' top trade official, gives his views on building links with Asia - and the risks for Europe if it does not do so.

There is also a users' guide to export finance, profiles on the most successful exporters and much more besides.

So if you're interested in the world of exports read the FT Exporter, published on Wednesday, October 13 with Europe's Business Newspaper.

FT Exporter.

FT. Because business is never black and white.

Vietnam reforms raised by IMF

John Simpson in Hanoi

Vietnam's market reforms are working well and the country is on track to catch up with its south-east Asian neighbours, according to the managing director of the International Monetary Fund, Michel Camdessus.

Speaking at the end of a day of an official visit to Hanoi, Mr Camdessus said that the government had made a "very good" start since the start of the reforms. He also noted that the IMF was pleased with the progress made in the reform of the banking system.



ANC leader Nelson Mandela speaking at a school named after him in the British city of Birmingham yesterday

Mandela sees tax breaks for foreign groups

By Tim Burt

MR Nelson Mandela, African National Congress president, yesterday held out the prospect of tax breaks for foreign companies investing in South Africa.

Mr Mandela, on a four-day visit to Britain, said an ANC-led government would offer fiscal incentives to persuade investors to set up plants and joint-venture companies in deprived areas of South Africa. Addressing business leaders in Birmingham, ahead of a conference on the South African economy in London today, he highlighted the northern Cape and black homelands such as Transkei as areas where international companies should launch subsidiary operations.

"There will be tax incentives for the next five years and other strategies to ensure we spread the benefits of investment to the poorest areas," he said.

Mr Mandela said the incentives, part of an investment code drawn up by the ANC, did not involve an obligation on companies to invest only in areas of high unemployment and social deprivation.

They would form the centrepiece of an appeal to foreign investors to help equalise economic disparities between black and white communities.

The investment code also guaranteed that overseas companies could repatriate profits and dividends on earnings made in South Africa.

Acknowledging that the ANC's commitment to nationalisation could prove a disincentive to overseas investors, Mr Mandela said the emphasis on state ownership had been diluted by the party's policy makers.

But he warned large-scale state intervention was unavoidable to overcome structural problems in the South African economy. Areas the ANC plans to address include "the 88 per cent of industrial property controlled by whites and the 86 per cent of shares on the Johannesburg stock exchange held by just five corporations".

In London today, Mr Mandela is expected to reaffirm his appeal for economic aid during meetings with Mr John Major, UK premier, and the Confederation of British Industry.

He will address the CBI along with Mr Derek Keys, South African trade minister, and Mr Richard Needham, Mr Keys' British counterpart.

South Africa open for business

A successful transition depends on the economy, writes Philip Gawth

SOUTH Africa is trying to complete a reversal in its economic fortunes that has gathered momentum with the African National Congress's call for the final lifting of economic sanctions and a new convergence between the ANC and the government on economic policy.

The next step is the wooing of foreign investors, with the country needing foreign investment "more than ever before", according to Dr Chris Stals, governor of the Reserve Bank.

Mr Derek Keys, the finance minister, with ANC president, Mr Nelson Mandela, at his side, will do his best to drum up investment at a Confederation of British Industry (CBI) conference in London today.

The urgency has come with a realisation that a successful political transition is going to depend on improving the dismal growth performance of recent years.

The key issue is jobs. In its annual report the South African Reserve Bank estimates that the portion of the workforce unemployed, or involved in the informal sector of the economy, rose to 46 per cent in 1992, from 39 per cent in 1991. While some argue that including those in the informal sector overstates the problem,

SOUTH AFRICA: AN ECONOMY THAT IS FOCUSING MINDS

	1990	1991	1992
GDP growth	-0.5	-0.4	-2.1
Inflation	14.4	15.3	13.9
Budget deficit as % of GDP	0.6	2.5	4.2

For fiscal year ending March 91

Source: Department of Finance

none dispute that it is a serious problem that fuels the high levels of violence in the country.

Although a better agricultural season, a weaker rand and the mid-year flurry in the gold price should help the economy reverse three years of negative growth in 1993, there is widespread agreement that the economy needs to be fundamentally restructured if it is to achieve sustainable growth.

This will involve investing more and spending less, restoring investment as a percentage of GDP to something closer to 25 per cent than the low of 15.9 per cent reached in 1992. It will also require a substantially improved export performance.

In the first flush of the post-sanctions era, the air has been positively thick with goodwill. As Mr Trevor Manuel, the ANC's economics spokesman,

told a New York audience last month: "It feels good that we can stand here and present South Africa as part of the civilised world again."

Back at home, though, the going has been rougher for Mr Keys and his colleagues. Economic policy is not the war zone it once was, but there have been scuffles, notably over the distribution of cellular telephone licences, and a rise in petrol prices. In both cases problems arose because the ANC and its trade union allies felt they had not been adequately consulted, rather than because they disagreed with the policies themselves.

Indeed, the ANC has now turned to soliciting the foreign investor with fervour. In a series of appearances in the US last month, both Mr Mandela and Mr Manuel went out of their way to persuade investors that not only would they be "very, very welcome" (Manuel) in South Africa, but they wouldn't have to fear "radical policies" (Mandela).

As Mr Keys explained to an investor conference in Washington, the "best move" that South Africa's policymakers can make is to equip a government of national unity, which South Africa will have after next April's elections, with a

"credible and attractive" economic policy.

He believes South Africa's chances of achieving this are "very good" and cites four recent events as constituting important steps towards this goal. They are the renegotiation of foreign debt repayments; the revised tariff reduction offer to Gatt in terms of the Uruguay Round of global trade talks; the negotiation of an \$850m (\$565m) loan from the IMF, and agreement on how South Africa will work with the World Bank.

"I can't think of four events that will have a greater effect on our economic future" says Mr Keys. Certainly, finalising the debt agreement, and renewing ties with the IMF - South Africa last accessed IMF facilities in 1982 - immeasurably improve the country's creditworthiness.

The Gatt offer is also crucial to South Africa's hopes of improving economic growth. To do so, it must boost exports. This, in turn, requires Most Favoured Nation treatment in terms of Gatt, and hence requires playing by Gatt rules. Because South Africa lacks any special trade access agreements, it stands to suffer more than most if the Uruguay Round is not completed.

Egypt leads call for OAU Somali summit

By Mark Nicholson in Cairo

THE United Nations and Egypt, which holds the chair of the Organisation of African Unity, have called for a summit meeting of African leaders next week in an attempt to set in train an "African solution" for Somalia.

Arab diplomats in Cairo said President Hosni Mubarak, the Egyptian leader, would chair the meeting in Addis Ababa on October 20, which would be attended by Mr Meles Zenawi and Mr Isayas Afewerki, the presidents of Ethiopia and Eritrea. Mr Boutros Boutros Ghali, the Egyptian-born UN secretary general who arrives in Cairo this week, is also likely to attend the talks.

The Addis summit and a flurry of other Somali-related diplomatic moves in Cairo this week followed US promptings for Egypt, one of its firmest allies in the region, to lead the regional response to the country's plight. Both President Bill Clinton and Mr Warren Christopher, the US secretary of state, have directly

appealed in the past few days for an "African solution" to Somalia. The Egyptian Foreign Ministry has been anxious for some time to demonstrate to the US that it can play a regional role far beyond being a privileged interlocutor in the Arab-Israeli peace process.

It was unclear yesterday whether invitations to the Addis Ababa talks would also be extended to the various Somali factions. Arab diplomats said, however, that the meeting would aim to determine the structure and composition of a further series of national reconciliation negotiations, likely to be held in Ethiopia by mid-November.

Mr Boutros Ghali is set to arrive in Cairo on Thursday to meet Mr Mubarak and discuss the proposed negotiations. He will also meet senior representatives of the OAU, the Arab League and the Islamic Conference Organisation. Mr James Jonah, the UN special envoy, last night met last night Mr Amr Moussa, the Egyptian foreign minister, in preparation for Thursday's meeting.

In the electronic age, everybody is concentrating on artificial intelligence.



We give you the added advantage of human intelligence.

Everyday the pile of information which you are expected to absorb grows higher and that a vital piece of information is sometimes missed in the mass is not a danger but a frightening reality.

At ABN AMRO Bank, we're fully aware that any financial information we pass on should not only be succinct, but also fully geared to your specific requirements.

And this is where our brain-work comes in. We have dedicated specialists to assist in diagnosing your information needs. So that when we sift through that pile of information we receive each day - and with 1922 branches in 53 countries, nothing escapes our attention - we know exactly what we're looking for. On your behalf.

This doesn't mean we have neglected the opportunities offered by technology. In fact, we have actively welcomed ways of exploiting it. We had a pioneering involvement in SWIFT - today we're the world's largest

SWIFT user - and are now similarly committed to EDI. We have worldwide specialised Cash Management Centers. And we are innovative in tailor-made Cash Management Services such as Payment Administration Service, IATA Currency Clearance Services, and Electronic Cargo Banking. All as part of our determination to become the leading International Cash Management Bank in Europe.

That demands artificial intelligence. And human intelligence. Our challenge, today and into the next century, is to create the synergy and provide the human interface. With you.

CREATING THE STANDARD IN BANKING.

ABN-AMRO Bank

ARGENTINA, ARUBA, AUSTRALIA, AUSTRIA, BAHRAIN, BELGIUM, BRAZIL, BRITISH WEST INDIES, CANADA, CHANNEL ISLANDS, CHILE, CZECH REPUBLIC, DENMARK, ECUADOR, FRANCE, GERMANY, GIBRALTAR, GREAT BRITAIN, GREECE, HONG KONG, HUNGARY, INDIA, INDONESIA, IRELAND, ISLE OF MAN, ITALY, JAPAN, KENYA, KUWAIT, LEBANON, LIECHTENSTEIN, LUXEMBOURG, MALAYSIA, MEXICO, MONACO, MOROCCO, NETHERLANDS, NETHERLANDS ANTILLES, PAKISTAN, PANAMA, PARAGUAY, PEOPLE'S REPUBLIC OF CHINA, POLAND, PORTUGAL, RUSSIA, SAUDI ARABIA, SINGAPORE, SPAIN, SWITZERLAND, TAIWAN, THAILAND, TURKEY, UNITED ARAB EMIRATES, UNITED STATES OF AMERICA, URUGUAY, VENEZUELA, VIETNAM, VIRGIN ISLANDS

SHANG YE XIAN FENG
THE BUSINESS TO BUSINESS MAGAZINE FOR CHINA

It is now widely accepted that China offers probably the most exciting potential of any market in the world today.

Published bi-monthly in Chinese with a circulation to senior officials in both the industrial sector and government departments, *Shang* magazine offers direct access for marketing Western technology and services. Whether it is advertising a corporate message or simply advertising for a suitable agent, please call us for further information.

194 Old Birmingham Road, London EWS 6AW, England
Telephone: 071 835 2183
Fax: 071 270 0242

REGIONS PUBLISHING

NEWS: UK

Biggest trade gap for two years
between Britain and EC countries

Deficit grows as recession hits exports

By Emma Tucker,
Economics Staff

BRITAIN'S TRADE deficit has gradually worsened since the beginning of the year, with the recession in continental Europe hitting exports hard.

The value of exports to the EC in July was £4.85bn, the lowest monthly figure for 18 months, and sharply lower than the June figure. Imports from the EC were £5.7bn in July leaving a monthly deficit of £849m, the biggest EC trade gap for two years.

Figures from the UK government's Central Statistical Office - including figures for trade with the European Community - show that in the first seven months of the year, the deficit on visible trade was £3.7bn. This compares with £7bn for the same period last year.

The deficit on trade with countries outside the EC in July was £698m. The total deficit was £1.54bn, the largest total for seven months.

The CSO stressed that the figures for EC trade were provisional and were likely to be revised as the new system for measuring intra-EC trade settled down.

However, the provisional figures indicate that sterling's devaluation in September last year has not been sufficient to offset the depressing effects of recession in the EC with which the UK does more than half of its external trade.

Because of the poor performance in Europe, the value of total exports in the latest three months was 2 per cent lower than in the previous three months. Imports over the same period were little changed.

To non-EC countries, exports on the same basis were up 2.5 per cent, compared with a 0.5 per cent rise in imports.

THE SMALLEST proportion of UK graduates for 20 years had found employment by the end of last year, government figures indicate today.

Of those students whose destination was known, only 51 per cent (44.7 per cent of the total) had entered some form of employment by the end of 1992.

Total UK graduate unemployment at the end of last year was 12.9 per cent - up from 11.5 per cent in 1990-91 and 5.5 per cent in 1988-89. More women (33,255) found jobs than men (32,881), although they accounted for 47.8 per cent of graduates.

At the so-called "old" universities, graduate unemployment ran at 10.6 per cent, double the rate of 1988.

The figures also showed that exporters are raising their prices more rapidly than importers. In the three months to July, exporters' prices increased by 1 per cent, compared with the previous three months, while importers dropped their prices by 1.5 per cent over the same period.

Meanwhile, the widely-promoted view that inflation in the UK is "dead" was undermined yesterday by figures showing that manufacturers are gradually raising their prices, in spite of the subdued costs of raw materials.

Underlying producer price inflation has been creeping steadily higher since April, and is now rising at its fastest rate for 2½ years, CSO figures show.

Prices of manufactured goods at factory gates, excluding volatile elements of food, drink, tobacco and petrol, rose 3 per cent in the year to September, compared with 2.7 per cent in the year to August.

EC aid sought for southern England

By Chris Tighe

PARTS OF LONDON and southern England have been selected for the first time by the UK government as places which ought to be eligible for European grant aid.

Islington, Tower Hamlets, Newham and Hackney and parts of other London boroughs, along with areas of Kent, Essex and Sussex and parts of cities including Portsmouth, Plymouth and Bristol, have been included on the list of places for which the government is seeking designation on the European Structural Funds map.

Gibraltar, which like Bristol and Plymouth is suffering defence-related cuts, is also included.

The government also wants the European Commission to make available aid to many rural parts of Britain including parts of Norfolk and Cambridgeshire, the Peak District and the Yorkshire Moors and Dales.

The European Commission is currently reviewing which areas of the Community should be designated Objective 2, the category covering industrial and urban areas, and Objective 5, which applies to rural areas. The new map is to take effect from January.

The Department of Trade and Industry yesterday published the list, submitted last week to the EC, of places it



Historic Rochester in Kent, on the route of Chaucer's Pilgrims' Way, is one area which the UK government says needs European aid

wants to be on the new map. Under the map to be replaced, Objective 2 covered 35.6 per cent of the British population, and Objective 5b, 2.7 per cent. The DTI submission, if approved, would raise these to 41.2 per cent and 4.9 per cent respectively.

However, EC regional policy commissioner Mr Bruce Millan has said the new map should cover, overall, not more than

16 per cent of the EC's population.

Even before last week's DTI submission, the proposals already received by the EC would, if approved, boost the map's coverage to 23 per cent.

This has raised concerns that inclusion of parts of southern England could hinder the traditional industrial areas which the government also named in its submission.

Yesterday, areas of Britain which had not previously benefited from the substantial grant aid designation can unlock expressed delight at being included in the submission.

"We're very pleased with this; we were bitterly disappointed earlier this year when we didn't get assisted area status from the government," said a spokesman for Tower Ham-

lets, the inner London borough.

"In some areas of the borough unemployment is running at 30 per cent," he said.

The EC has allocated a total of £10,700m for Objective 2 grants between 1994 and 1999, and £4,175m for Objective 5b. The grants cover up to 50 per cent of the cost of economic and social regeneration projects.

ITV urges football review Spurs face action over 'unpaid fees'

By Raymond Snoddy

THE ITV ASSOCIATION has lodged a formal complaint with the European Commission against a rule that allows the football associations of Europe to ban the televising of games at short notice. Broadcasters in Switzerland, Ireland, Germany and Spain are also opposing the rule.

The latest version of the rule adopted by Uefa, the Union of European Football Associations, would prevent ITV broadcasting The Match, which shows live First Division games on Sundays.

In order to protect attendances at live football matches Uefa is trying to impose a

ban on live televised games between 12 noon to 4pm (UK time) during weekend afternoons.

This would prevent ITV screening The Match because kick-off times are usually 3pm. ITV executives believe that British Sky Broadcasting (in which Pearson, owners of the FT, has a stake) could avoid the ban because its coverage usually starts at 4pm.

Mr Andrew Quinn, chief executive of the ITV Association, which represents the ITV companies, has written to Mr Karel Van Miert, EC Commissioner for competition policy, arguing that the Uefa rule is contrary to the Treaty of Rome.

Britain's broadcasters face particular difficulties over the rule because there are four separate football associations in the UK covering England, Scotland, Wales and Northern Ireland.

ITV wants the Commission to declare Uefa Article 14 unilaterally inapplicable and unlawful under Community law. They believe it has an adverse effect on broadcasters throughout Europe and on the sport itself.

Despite an increasing number of live matches appearing on television screens, ITV argues, football attendances are rising in countries such as England, Germany and Holland and static in Scotland.

By John Mason

BROWN SHIPLEY, the merchant bankers, yesterday began High Court proceedings to force Tottenham Hotspur football club to pay more than £408,000 in allegedly unpaid fees earned whilst acting as its financial advisers.

The bankers took over acting as the club's advisers in September 1990 after the resignation of BZW, the court heard. At the time, the club was in disarray. It owed the Midland Bank £11m and Mr Robert Maxwell, the former publisher,

was planning to buy a 25 per cent stake in the club. The club's shares were also suspended following suggestions of concealment and secret profits, the court was told.

Brown Shipley ceased acting for the club in August 1991 when Mr Alan Sugar and Mr Terry Venables took over management. The club paid Brown Shipley a £25,000 retainer, claiming its agreement with the bankers meant that further payments would be as success fees for transactions which never took place.

Westland in parts deal for Lockheed

By David White,
Defence Correspondent

WESTLAND, the British helicopter manufacturer, has received a significant boost to its non-helicopter business with a £250m order to supply parts for C-130 Hercules transport aircraft, made by Lockheed of the US.

The deal to supply nacelles to house the aircraft's four turboprop engines could eventually be worth £1bn. The initial contract, starting in 1995, covers the next 180 Hercules sold by Lockheed. Westinghouse will become the sole source of nacelles for the C-130H variant, now in production, and the new C-130J, which Lockheed is hoping to sell to the UK and other countries as a replacement for their existing Hercules fleets.

Westland said sales of 780 were expected for the new model. In addition, the deal covers product support and upgrade business for earlier Hercules variants, involving up to 1,400 aircraft. The contract was won by Westland's aerospace division, based at Cowes in the Isle of Wight.

Westland said it would help to offset the impact of recession in the civil aircraft market but was not expected to lead to extra jobs. Although design and assembly would be at Cowes, much of the work would be contracted out.

The C-130 Hercules, first introduced in the 1950s, has held its place as the standard workhorse for most Nato air forces. More than 2,000 are in service with 65 countries worldwide.

"It is arguably the most successful military aircraft that there is," Westland said. The new version is a front-runner to replace the RAF's current Hercules fleet, on which a decision is due next year. However, British Aerospace is campaigning for the UK to commit itself with six other European nations in a new joint aircraft programme known as Euroflag, seen as a military counterpart to the Airbus.

NORDIC CLIENTS AND CHEMICAL: PARTNERS IN FINANCE.

Kommuninvest

US \$150,000,000
Two Tranche Syndicated Loan Facility

Bank of Montreal

US \$120,000,000
Floating Rate Notes due 1995

OCF Financing

ECU 88,500,000
Term Loan Facility

FINN ENKORT CREDIT

US \$100,000,000
Revolving Credit Facility

KANGALLUS OSAKE-PANKKI

US \$100,000,000
Floating Rate Notes due 1995

OPORABANK

US \$70,000,000
Term Loan Facility

SPINTAB

US \$65,000,000
Term Loan Facility

Heller Financial, Inc.

US \$30,000,000
Revolving Credit Facility for the General Purpose of the Company

FINNFUND

Revolving Credit Facility for the General Purpose of the Company

Chemical's long success in the Nordic region springs from our historic commitment to strong and mutually valuable relationships with our clients. For decades we have concentrated on the global and local financial needs of major Nordic companies, including those in Finland.

During challenging economic times we have helped our Nordic corporate clients raise US\$3 billion in new capital—using our skills as Euronext securities underwriters and our expertise in loan syndications, where Chemical ranks number one worldwide.

In risk management for Nordic clients, Chemical is a leading provider of sophisticated foreign exchange and interest rate hedging products. To serve the broadest range of financial needs for our Nordic clients, we can bring into focus the full resources of

Chemical worldwide. And at a time when other banks have retreated from the international arena, we offer a global network across 35 countries. Ask Chemical to help your company. We're a financial partner with many strengths.



EXPECT MORE FROM US.™

Japan bank may back airport link

By John Willman,
Public Policy Editor

THE UK could be the first G7 country to benefit from a new drive by Japan to recycle some of its massive trade surplus into public works in industrialised countries.

Half the finance for the £300m high-speed Heathrow Express rail link could be provided by a state-owned Japanese bank that specialises in providing loans to developing countries.

The British Airports Authority, the privatised operator of London's Heathrow airport, yesterday confirmed that a long-term loan from the Export-Import Bank of Japan was one option under consideration for financing the 17-mile rail link into Paddington station, west London.

"We have not yet chosen a bank or decided whether to raise the finance through debt or bonds," the authority said. "We are still talking to a number of banks around the

world which are interested."

However, the authority denied reports in the Japanese business daily Nihon Keizai Shimbun that the bank has offered a low-interest loan for the project. "Any loan would be at market rates," the authority said.

Japan hopes the decision to finance public works projects in industrial nations will boost the flow of long-term capital and highlight Japan's efforts to slash its current account surplus, the newspaper said. This

is a fresh development in Japan's six-year-old strategy of recycling part of its capital surplus in development and aid.

Last month, the bank signed its first deal in a European Community country when it guaranteed a \$49m private sector loan to modernise Greece's railways.

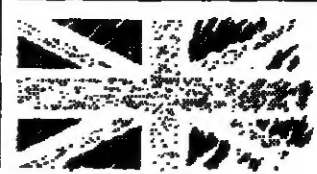
"We are interested in doing something to revitalise the world economy," said Mr Yoshiko Morita, Exim bank's London representative. "Our purpose is to co-operate with

industrial countries if there is a project that will contribute towards that aim."

The bank was looking at several similar projects in Europe, he said. As a government-backed bank, it could raise funds on the market at favourable rates.

BAA has put £250m into the Heathrow Express, which is due to be completed by the end of 1997. It intends to raise the balance of the cost through a mixture of short-term and long-term loans.

Britain in brief



US stance on Gatt 'is threat to jobs'

British jobs in clothing and textiles are being threatened by US reluctance to compromise over textile and clothing in the General Agreement of Tariffs and Trade (Gatt), said a report from the industry's trade body.

The Apparel, Knitting and Textiles Alliance (AKT) calls for proposals agreed in July to cut tariffs by up to 50 per cent to be adopted, but adds that the US is "resisting its full application".

Mr Colin Purvis, AKT's secretary general, said: "A large reduction in these grotesquely high trade barriers is essential."

The UK and other EC countries have much lower tariffs than the US. The maximum EC duty is 17 per cent. In the US, the world's biggest market, it is more than 40 per cent.

Countries with high rates other than the US include Australia (50-60 per cent) and Asian countries such as India, Pakistan, China and Thailand, which ban most imports, impose tariffs of 100 per cent or more, and sometimes do both.

The AKT calls for an agreement based on rules proposed at the G7 meeting in Tokyo in July 1993. These say that peak tariffs, over 15 per cent, would be halved and others cut by one third. Countries with low tariff barriers include Hong Kong, Japan and Singapore.

The centre is being funded by Lancashire Area West Training and Enterprise Council from a £1.2m government grant to support local engineering partnerships - where public and private sectors work together to promote general improvements in skills. About 40 companies are expected to take up places at the centre.

Mr John Gilchrist, Leyland Trucks chief executive, said yesterday: "Challenging market circumstances overwhelmed our former parent company, but created here one of the leanest manufacturing operations in the European automotive industry."

oper brings one step closer the vision of the late Sir Peter Scott, the naturalist, of a haven for wildfowl and other wildlife in London.

New coast defence plan

Mrs Gillian Shephard, the UK agriculture secretary, announced that priority in the £300m annual coastal defence budget for England and Wales will be given to measures which safeguard lives.

It will mean that most spending goes on flood warning systems, and urban coastal and flood defences.

She was launching the first nationally co-ordinated strategy for flood and coastal defence, which has received greater government attention since July, when the Holbeck Hall Hotel slipped off a cliff in Scarborough, north Yorkshire.

Under the new strategy, drawn up jointly by the Ministry of Agriculture, Fisheries and Food and by the Welsh Office, rural coastal defence and drainage will take the lowest priority.

Air Bristol 'in business'

Air Bristol, a fledgling airline which hopes to run scheduled services from British Aerospace's airfield at Filton, north Bristol, claimed to have started operations despite not being licensed by the Civil Aviation Authority.

BAA has contracted Air Bristol to run its daily "Airbridge" company flights to Airbus Industrie's plant at Toulouse. The first flight in Air Bristol livery, using a leased BAC Super One-Eleven jet, took off yesterday morning.

The company described the lack of CAA licences as a "technical hitch" and said it expected to be granted its own licences soon. A spokesman said: "It is our aircraft and our crew but it is still being technically operated by BAA under its existing special category licence."

BAA applied last week for planning permission to develop its Filton airfield as a commercial airport.

Nature site for central London

A redundant reservoir site on the River Thames in south-west London is to be redeveloped into a wildlife reserve in what is claimed to be the first scheme of its kind in European inner cities.

Thames Water said that it had appointed Berkeley Homes to redevelop the 110-acre Barn Elms reservoir, near Hammer-smith Bridge, and to build 340 homes on a further 30 acres to the north of the planned wildlife reserve.

The appointment of a devel-

Clowes blacklist names Touche

By Richard Lepper

TOUCHE ROSS, one of Britain's "big six" accountancy firms, yesterday downplayed the impact of UK government advice blacklisting some of its senior employees from working on contracts obtained from the public sector.

The Treasury is understood to have circulated the advice in letters to senior civil servants earlier this year, following its decision in November 1992 to sue the firm over its role in the collapse of Barlow Clowes, the fund management company.

Among the 13 employees affected are Mr John Connolly, the managing partner of the firm's London office.

Five of Touche's 370 partners are also affected. All are either tax or audit specialists, most of whom worked on audits connected with Barlow Clowes, which was closed by the Department of Trade and Industry in 1988.

Touche Ross yesterday said it hoped to continue its public sector practice, which has been built up over recent years.

"We are proud to be a major supplier of consulting and other advisory services to government."

"We have every expectation that we will continue to be selected on our merits to serve a wide variety of government departments," said Mr John Roques, senior partner.

The firm earned £58.3m from its consultancy services in the last financial year, with possibly more than half of which was generated from public sector contracts. Among the firm's existing government contracts is work for the BBC reviewing the license fee.

Touche Ross has claimed it alerted the authorities to the fraud at Barlow Clowes and that it has acted professionally. It said last November that the major responsibility lay with the DTL.

Stamp of authority is elementary for Holmes

SHERLOCK HOLMES, the great Victorian detective, lives on in the hearts of millions who have followed his adventures in print and the thousands who visit his former abode, 221b Baker Street in London, every year.

But Sir Arthur Conan Doyle's fictional character almost ended his days 100 years ago after a mountaintop battle at the Reichenbach Falls in Switzerland with his arch-enemy Moriarty in *The Final Problem*.

Conan Doyle underestimated the strength of public affection for his hero, however, and 10 years later Holmes was resurrected in *The Adventure of the Empty House*.

To mark the centenary of *The Final Problem*, the Royal Mail has issued five new first-class stamps. One illustrates a scene from the story (right), while other tales featured are *The Reigate Squires*, *The Hound of the Baskervilles*, *The Six Napoleons* and *The Greek Interpreter*.



Beginning with *A Study in Scarlet* in 1887, the Holmes character featured in 56 Conan Doyle short stories and four novels.

In none of them, however, does he actually say to his trusty assistant "elementary, my dear Watson."

European Radio 4 fans hear victory

By Raymond Snoddy

THE BBC GOVERNORS last night gave the go-ahead for the launch of a combined news and sports radio on Radio 5 beginning next April.

The decision marks a final climbdown by the BBC board of management and governors who wanted to launch a 24-hours-a-day news service on the longwave frequency currently used by Radio 4.

The BBC gave way to a concerted campaign against restricting Radio 4 to FM frequencies in order to clear the longwave frequencies for the proposed news service.

There was opposition in the UK from listeners who could not get good FM reception or any at all. There was even more vociferous opposition from those who listened to Radio 4 in continental Europe on longwave only. Last night the Northern Europe Save Radio 4 On Longwave campaign was already organising a victory party.

Mr John Birt, the BBC director general, said in a statement last night: "I am confident, after extremely thorough research, that a news and sport programme prospect - which will bring new listeners to the BBC and extend choice for all licence payers."

Leyland gets training unit

Leyland Trucks is to set up a £430,000 open learning centre for the unemployed on its site in north west England. It will cater for former employees of Leyland Daf, the collapsed Netherlands automotive group from which the truckmaker was rescued by a management buyout. The centre will also be used by Leyland Trucks staff.

Rail group warns on freight sell-off

By John Willman

PLANS to privatise British Rail's freight business could inhibit the development of a competitive market in rail freight, according to a lobby group representing the UK rail freight industry and its customers.

The Freight on Rail group

said yesterday that the government's plans to create three companies to handle bulk freight would create powerful regional monopolies and deter new private-sector operators.

The government plans to sell off Trainload Freight, BR's bulk freight subsidiary, as three regionally-based companies which would be able

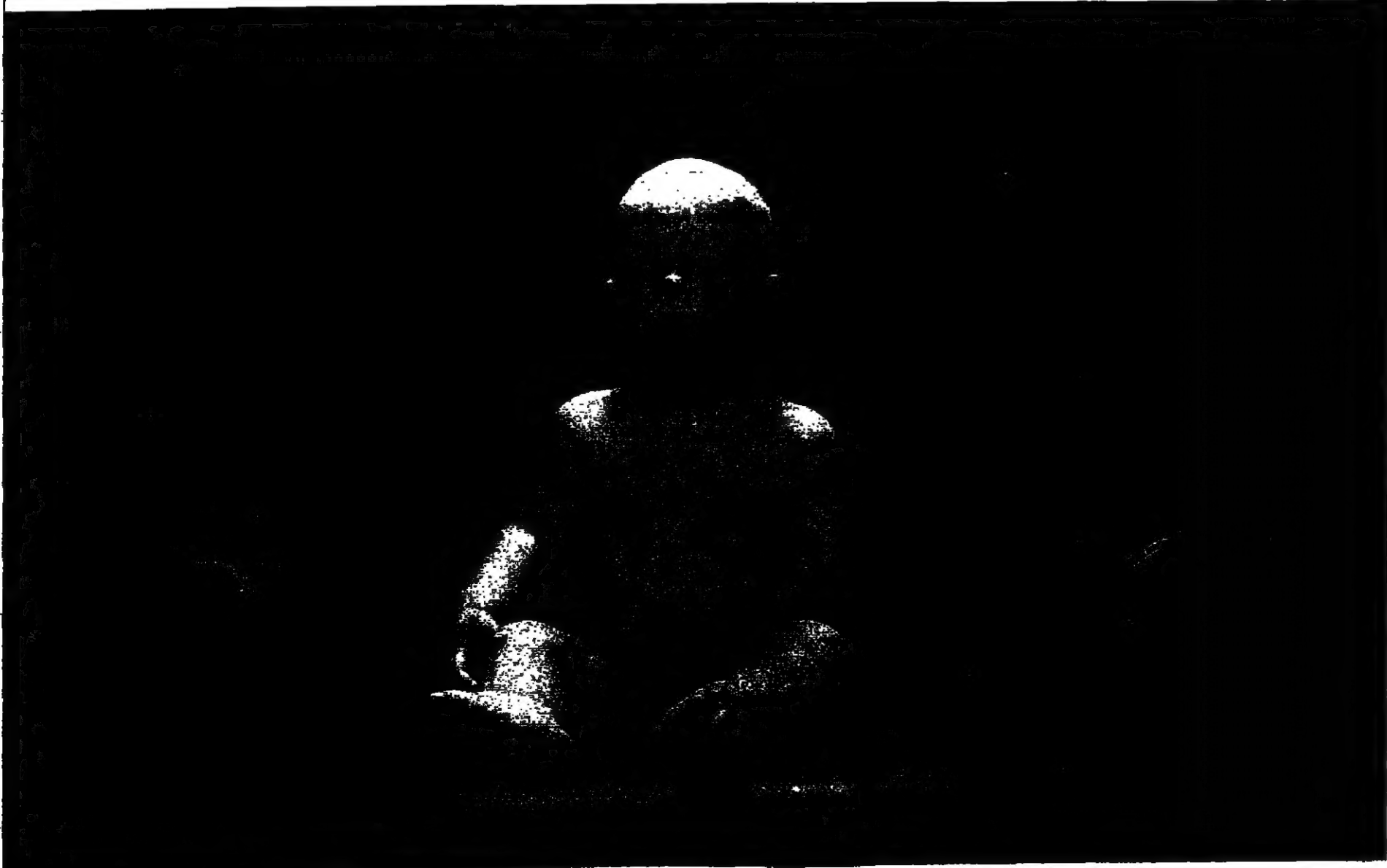
to compete with each other. According to Freight on Rail, the contracts these companies would inherit and their control over locomotives and other assets would give them a dominant position in the market.

The group also criticised the government's decision to retain Railfreight Distribution (RfD), BR's freight distribution

company, in public ownership until services through the Channel tunnel are established.

According to the group, this would leave RfD with preferential access to the limited number of Channel tunnel slots allocated to freight trains, squeezing out new private sector operators.

OUR CHAIRMAN



TO RECEIVE A FREE BOOKLET OUTLINING CANON'S LIVING, SHARING PHILOSOPHY, CONTACT:
CANON EUROPA N.V., P.O. BOX 2262, 1180 EG AMSTERDAM, THE NETHERLANDS.

Canon
A PLEASURE TO WORK WITH

WE KNOW THAT TODAY'S BABY TALK WILL TURN INTO TOMORROW'S
BUSINESS NEGOTIATIONS. WHICH IS WHY WE'RE WORKING FOR

FUTURE GENERATIONS. OUR R&D CENTRES
IN EUROPE AND AROUND THE WORLD ARE
GENERATING EXCITING NEW IDEAS - TO
IMPROVE BUSINESS COMMUNICATIONS AND
BRING PEOPLE CLOSER TOGETHER.

OUR MANUFACTURING PLANTS IN COUNT-
LESS COUNTRIES ARE PRODUCING PRODUCTS
THAT ARE EVEN MORE ECOLOGY FRIENDLY.

ALREADY, CANON OFFICE EQUIPMENT IS
SETTING FAR HIGHER STANDARDS.

BUT IT'S STILL JUST THE BEGINNING.

WE WANT OUR FUTURE CHAIRMAN, OR
CHAIRWOMAN, TO BE PART OF A PEACEFUL
AND PROSPEROUS SOCIETY. ALONGSIDE
YOUR OWN CHILDREN.

So, TOGETHER, LET'S CARE.

BUSINESS AND THE LAW

Pensions and equal pay



EUROPEAN COURT

The European Court of Justice gave judgment last week in the first of a batch of cases on the effect on pension schemes of the equal pay principle in Community law.

The common thread running through the cases was the precise effect of the Barber judgment. Although the cases were joined and there was a "joint" opinion on them by Advocate General Van Gerven, the Court decided to rule on the first case alone. This left a number of issues which the Court must still deal.

However, an important question arising out of the Barber decision has now been answered.

The case on which the Court ruled concerned Mr Ten Over and his deceased wife. Prior to her death, his wife, who had worked in the cleaning trade, had paid into a collective occupational pension fund, jointly financed by employers and workers. Until January 1 1989, the pension fund made provision only for a widow's pension. Mr Ten Over's wife died in 1988. Mr Ten Over applied for a widow's pension, but his application was rejected on the ground that, when his wife died, the pension fund rules did not provide for such a pension. Mr Ten Over then brought an action before the Dutch courts, alleging the refusal was contrary to the equal pay provisions in the Rome Treaty. The Dutch court referred two questions to the European Court.

The first was whether the payment of a widow's pension fell within the Rome Treaty provisions on equal pay. The Court ruled that the concept of "pay" comprised any consideration in cash or in kind, whether immediate or future, provided the worker received it, albeit indirectly, in respect of his employment. The fact, thus, that certain benefits were paid after the termination of the employment relationship did not prevent those benefits from falling within the concept of "pay" in the Treaty. Thus, said the Court, Mr Ten Over's widow's pension did fall within Treaty equal pay provisions. The fact that, by definition, the pension would not be paid to the worker but to the spouse was irrelevant.

The point was the pension had been acquired in the employment relationship and was paid to the surviving spouse in respect of the deceased spouse's employment.

The second question related to the temporal effects of the Barber judgment. The Barber case held that occupational pension schemes fell within the scope of the equal pay provisions of the Rome Treaty. But because of the huge financial implications of the judgment, the Court decided individuals could not rely on the relevant Treaty provisions before the date of the judgment - May 17 1990.

The question before the Court in the present case was the extent of this restriction. Did it mean only those workers who became paying members of an occupational pension scheme after May 17 1990 would be entitled to rely on the Treaty provisions? Or, did it mean all pension payments made after May 17 1990 would be covered, irrespective of the date of the periods of employment in which the pension rights were accrued? The Court held the principle of equal pay should apply only to benefits payable in respect of periods of employment after May 17 1990, except in the case of workers or those claiming under them who had before that date initiated legal proceedings or introduced an equivalent claim under national law.

The Court was no doubt aware of the warning given by Advocate General Van Gerven that a different conclusion would be superseded when the Maastricht Treaty came into force.

The Court still has to deal with issues raised by the other cases. These include whether the Barber ruling applies to occupational pension schemes other than those envisaged in that case; whether the use of actuarial calculation factors differing according to sex is contrary to the Rome Treaty provisions on equal pay; and whether the same provisions can be relied upon against the trustees of an occupational scheme.

C-109/91-Ten Over v Stichting Bedrijfspensioenfonds voor het Glas- en Schoonmaakbedrijf ECJ FC, October 6 1993.

BRICK COURT CHAMBERS, BRUSSELS

When European companies are faced with a competition investigation by the European Commission, they have two interests that are often at odds with each other. On the one hand, they need as much detailed information about the allegations against them as they can find. On the other, they want to keep their own commercial information secret from other companies, especially their competitors.

This issue of when a business secret should be protected by the Commission and when it should be disclosed is a matter of debate among competition lawyers.

In general terms, the secrecy accorded to information is in inverse proportion to the right of access to the Commission's case file: if the right of access is increased, the right to protect commercial information is correspondingly reduced, and vice versa.

By definition, two or more companies - usually competitors - are involved when the Commission is investigating suspected cartels or collusion. All companies involved have equal rights both of access and of secrecy. This results in a conflict of principle. In practice, it may be resolved by the Commission deleting sensitive information before letting other companies see documents. But there must be criteria for allowing a deletion, since there are bound to be cases where other companies have a legitimate claim to see the sensitive information.

When differences arise, the Commission has to resolve them. It has been told by the European Court to make a decision that can be appealed there and then if it decides to disclose a company's business secrets to a company that is not one of those under investigation.

It is possible that the Court would extend this principle in future to cover disclosure of information to co-defendants.

Meanwhile, the Commission's refusal to reveal evidence to a particular company, or its disclosure of evidence when it should not have done so, may in general only be remedied by annulment of the Commission's final decision by the European Court of First Instance.

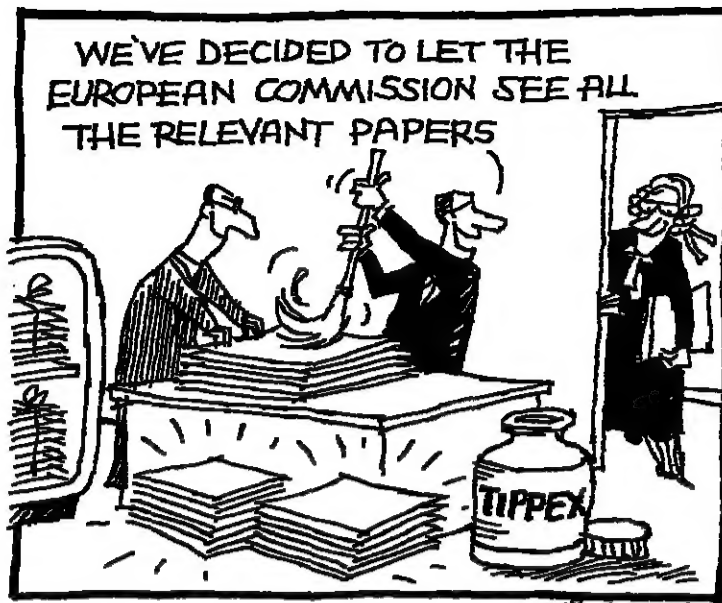
This court is a new force in EC competition law. It takes its duty to scrutinise procedure seriously. In several cases it has been willing to strike down a Commission decision because of procedural irregularities. This is creating a fully fledged legal control of Commission procedure.

The procedural law emerging as a result was reviewed at a seminar organised in Brussels by the Commission's competition directorate, DG IV, at the end of last month.

Access to the Commission's case file emerged as the single most contentious issue. It seems certain to be raised before the CFI before long.

A revealing dilemma

When should company secrets be made public in EC competition investigations? Celia Hampton reports



The Commission obtains a great deal of documentary evidence - agreements, letters, memoranda, notes of meetings, etc. - in the course of an investigation. Companies have little power to resist its broad powers of seizure, provided it acts lawfully and within its powers.

When the Commission comes to examine the evidence and compile its case against the company, the process becomes adversarial: the Commission acts as prosecutor. The company being investigated must be able to defend itself. It is entitled to know the nature of the charges against it. Access to the file by companies directly concerned is required by case law as part of their rights of defence.

The extent of these rights depends on their nature, which was strongly disputed at DG IV's seminar. Mr G Vandersanden, of Brussels law firm De Backer & Associates, said the rights of defence existed as a matter of law. They were not in the gift of the Commission, to be granted in its discretion on a case-by-case basis.

Mr Peter Duffy, an English barrister, went further. He argued that they were the fundamental rights to

fair trial guaranteed by the European Convention on Human Rights. Although the Commission is an administrative rather than a judicial body, the heavy fines that it may impose (up to 10 per cent of worldwide turnover) are sufficiently serious to give the procedure a penal character. As a penal procedure, the human rights convention would apply, he said.

Dr Klaus Ehlermann, EC director-general of competition, did not accept that the human rights convention applied to the Commission's competition procedures. But, even if it did, he argued, an administrative procedure would be evaluated in a fundamentally different way from a criminal procedure. Also the convention's application to companies should be fundamentally different from its application to individuals.

Mr David Vaughan QC, took the view that countervailing interests, such as business secrecy, would almost invariably fall into a lower category of protection than a right of defence. They could not be put forward as a reason to deprive a company of its right to defend itself. The first question that needs to

be answered is: what is the file? This is far from clear. If it consists only of the Commission's statement of objections against the defendant companies and their replies, no one could object to its disclosure to all parties.

The file is now generally understood to mean the information in the Commission's possession on which it is basing a particular case. This may include vital commercial information about a company. A company's co-defendants are among the people to whom it would least like to show this information.

There was no consensus at DG IV's seminar on the underlying legal principles governing secrecy. The discussion was confined to companies' proprietary information which could not in principle be disclosed to a wider public. Disclosure to a competitor complaining to the Commission, rather than being investigated by it, raises a parallel issue.

Mr Fernando Pombo, of Madrid law firm Gomez-Acebo & Pombo, analysed the legislation and the principles underlying the recent case law on the subject. He reasoned that the use of information collected by the Commission was always restricted in a general sense because the information was "confidential".

Information concerning a company that was not public knowledge came within the category of "professional secrecy". The Commission had a duty not to disclose it except in specified circumstances, which might override a claim to secrecy by the company affected.

"Business secrets" were a sub-category of professional secrets which could not be disclosed to anyone without the consent of the company to which the information related. Such information included industrial property, information on prices, costs and sales, product development details and investment plans.

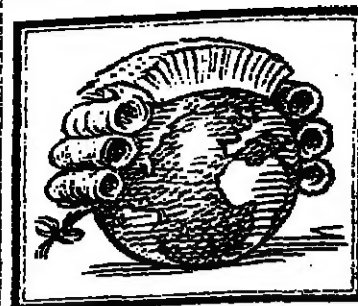
Mr Julian Joshua of DG IV disagreed with Mr Pombo. He argued that professional secrecy depends not on the nature of the information, but on the quality of the person holding it.

The degree of disagreement among lawyers on the basic principles affecting information in the Commission's hands was unexpected, and it seems certain that, before long, these issues will end up being litigated.

Open dialogue between the Commission and those involved in its procedures is clearly a good idea. It would be even better if, the next time DG IV debates the issue, it invites those most closely affected, the corporate in-house lawyers.

The author is assistant editor of *Business Law Brief*, published by FT Newsletters

LEGAL BRIEFS



Litigation too costly and futile, says Bingham

Sir Thomas Bingham, Master of the Rolls in the UK, has attacked the cost and delay in litigation in countries such as Britain, the US and Australia. He said that judges and lawyers in these countries, which share a common approach to law, were talking of "a crisis of epic proportions".

Sir Thomas told an audience of judges and lawyers at the Centre of Advanced Litigation, Nottingham Law School, last Friday, that much legal activity was costly and futile.

"One very often sees actions come to the Court of Appeal where one feels dismay - I would use coarser language - about how a case has been handled," he said.

He said that litigation, like complex surgery, would always be expensive, and for much the same reasons.

The Master of the Rolls said he was trying to make the Queen's Bench Division, which handles large contract and tort disputes, more efficient by introducing the judge-directed timetables which have been so effective in the Commercial and Official Referees (construction) courts.

Time out

The European Commission has announced new time limits for companies to respond to the "statement of objections" which it issues to companies in competition cases outlining allegations of infringements of competition law.

The time limits are:

- two months for normal cases;
- three months for complex cases.

In addition, two weeks would be added if the period includes Christmas or Easter and four weeks if the period falls in August.

A company has two weeks in which to respond to an order for urgent measures to be taken. No extensions are permitted.

A NEW NEWSLETTER FROM THE FINANCIAL TIMES

European Savings Markets

THE TWICE-MONTHLY INTELLIGENCE SOURCE ON THE INCREASINGLY COMPETITIVE MARKET FOR EUROPE'S HOUSEHOLD SAVINGS



European Savings Markets (ESM) has been launched to provide industry decision-makers with the information they need to take full advantage of opportunities in the increasingly competitive European market.

Each issue keeps subscribers fully informed about developments in all the markets for personal savings, and uncovers the strategic questions they need answered in order to plan for the future and stay ahead of the competition.

What can you learn from a German life insurer's distribution strategy? In what ways do Italians raise housing finance and how can you target them? How are British investment trusts faring in their efforts to attract private investors?

Available only on subscription, ESM provides a comprehensive insight into the products and companies in the market. It breaks down the information barriers that have obstructed understanding of the differing markets for savings in Europe. Regularly, every two weeks, ESM supplies expert insight and analysis.

For a FREE sample copy of ESM and subscription details, please clip your business card to this advertisement, or complete the reply slip, and return to: Roland Earl, FT Newsletters, 126 Jermyn Street, London SW1Y 4UJ.

Fax: +44 (0) 71-411 4415. Tel: +44 (0) 71-411 4414.

YES I wish to receive a free sample copy of ESM and information about a subscription.

Please send a copy to:

Name _____ Position _____

Company _____

Address _____

Post Code _____ Country _____

Tel _____ FAX _____

Registered Office: FT Business Enterprises Ltd, Number One Southwark Bridge, London SE1 8NL, England.

Registered Number: 980696. VAT Registration No: 95 276 5371 21

310093

LEGAL NOTICES

No. 00777 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
FIVE OAKS INVESTMENTS PLC
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 2nd September 1993 for the confirmation of the reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
RINO GROUP PLC
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
RUGAZA IMPORTERS & EXPORTERS LIMITED
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
RUGAZA IMPORTERS & EXPORTERS LIMITED
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
RUGAZA IMPORTERS & EXPORTERS LIMITED
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
RUGAZA IMPORTERS & EXPORTERS LIMITED
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN pursuant to Rule 4.108 of the Insolvency Rules 1986 that on 10th October 1993, SUZUKI KAZUAKI, a Director of the above named Company, was appointed Liquidator of the above named Company, which is a company limited by shares.

NOTICE IS ALSO HEREBY GIVEN that the creditors of the above named Company, who are entitled to prove their debts or claims against the Company, should do so by depositing their claims with the Liquidator, at the address of the Liquidator, at or before the 28th day of October 1993.

Any creditor or claimant who fails to deposit his claim with the Liquidator, at or before the 28th day of October 1993, shall be deemed to have accepted that his claim shall be paid out of the assets of the Company available for the payment of debts.

A copy of the said Notice will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

No. 00854 of 1993
In the High Court of Justice
Chancery Division

IN THE MATTER OF
MONTAGUE LTD
and
THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was presented to His Majesty's High Court of Justice, Chancery Division on 28th September 1993 for the confirmation of the reduction of the share capital and reduction of the share premium account of the above named Company.

AND NOTICE is further given that the said Petition is directed to be heard before Mr Registrar Buckley at the Royal Courts of Justice, Strand, London WC2A 2LL, on Wednesday the 28th day of October 1993.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of share capital and reduction of the share premium account should appear at the time of the hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any person requiring the same by the undersigned Solicitors on payment of the Regulated Charge for the same.

Dated the 12th day of October 1993
CLIFFORD CHANCE
20 Abchurch Lane, London EC4A 3DF
Ref: RWC
Solicitors to the Company

THE distance-learning MBA for

FINANCIAL MANAGERS

World

At next February's winter Olympics computers will ease the load of TV and radio commentators, writes Andrew Fisher

Going for gold in the computer race

After the global drama centring on the decision to site the 2000 Olympics in Sydney rather than Beijing, Berlin or Manchester, the next winter Olympics will take place in the quietest and most unassuming of venues - the little town of Lillehammer in Norway.

With most of the construction finished - one stadium has been blasted out inside a hill, another built like an upturned Viking ship - there is little of the usual last-minute panic and controversy. All should function with Nordic efficiency when the 2,000 athletes, the 100,000 or so daily spectators and 6,000 media representatives descend on the area in February.

For winter sports addicts, the games will be a must. Those who cannot be there will be glued to their television screens or radios. But however rapt their attention, it will be nothing compared with the concentration required by the commentators.

In many cases, they, too, will be starting at screens - on computers as well as TV monitors. As part of its technological contribution to the 1994 winter Olympics, IBM has developed a touch-screen system of constantly updated data about timings, rankings and biographies of the events as they take place.

Called the Commentator Information System and based on a more limited service provided at last year's Barcelona summer games, it provides real-time information to people who have never been trained on the system.

"TV and sports commentators expect to come in five minutes before an event starts, sit down and work on the system," says Erik Andersen, senior consultant at A/S EDB, a Norwegian computer company which is working with IBM on CIS. "There is no possibility of any time for training."

The system is easy to use. Commentators touch the screen with a finger or pen to reveal a list of sports, their participants and how they are performing. Results information is fed in directly from the timing system of Seiko of Japan.

With an expected global TV audience of around 2.5bn people, IBM has tried to make it as simple as possible to report on one or more sports - on the spot or at another site - using information visible on both the TV and computer screen. "Our main challenge is the stopwatch," adds Andersen. "This is the 1990s and the solution is computers."



A touch of the computer screen reveals a display of all sports at the games including the latest results

The first thing the commentator will see on the IBM screen is a sparkling winter scene of a skier slicing through the snow in front of a clump of trees. A touch of the screen reveals a display of all sports at the games with their official pictograms. An event held locally is shown in green, those at distant venues in blue.

Three languages can be selected, the official Olympic ones of English and French and the host country's Norwegian. Curiously, the German language, important in winter sports, is not on the system. It could be, says Andersen, but the International Olympic Committee specifies only three: German, Austrian and Swiss commentators will have to rely on their linguistic abilities.

When the event is chosen on the IBM screen, the list of athletes is shown. In the case of the biathlon, for example, commentators can check on who is starting, who has finished, what the rankings are during this combined cross-country skiing and shooting event, and how stragglers compare with leaders. Athletes of any country can be highlighted and biographies called up.

TV sports reporters will not need starting lists as all athletes will be on screen. If anything unusual happens, such as a disqualification, this will be described. To switch to another sport, the user will have to return to the original pictogram display; it will not

be possible to shuffle between sports without doing this or follow two events on a split screen. Even so, CIS is likely to be a big help, especially when combined with Info 94, IBM's Olympic Information System which will store all news about events, ceremonies and athletes throughout the games. Data will be wiped from the screens at the 800 CIS stations around the games at the end of each day, but be stored in Info 94 for viewing on separate terminals in the venues, press and broadcasting centres and hotels.

The biggest user of CIS will be CBS, the US TV channel which is sending around 1,000 people to Lillehammer. Both CBS and Norwegian TV will use the system to produce graphics. Another important user will be Britain's BBC. "Most TV companies want to send as few commentators as possible and comment on as many sports as possible," says Andersen.

Although the IBM system will help both the best and the least expert journalists, he does not believe CIS will narrow the gap in skills between them.

"Good commentators stand out anyway, as they tell you things the system can't tell you," he says. There will still be plenty of scope for the usual flow of anecdotes, jokes or criticism.

Although final contracts

have still to be signed, IBM expects the system to be used at the Atlanta summer games in 1996 and the next winter Olympics in Nagano, Japan. Maybe a few jokes and stories will have been worked into the computer to liven up those inevitable dull moments when the weather takes a hand.

All businesses are under pressure to cut costs, but the problem is particularly acute in the \$70bn (\$44bn) semiconductor market. A new computer chip factory needs an investment of up to \$1bn and only the largest and most profitable players can afford this. Thus medium-sized semiconductor companies have been changing the way they make chips in order to stay at the leading edge of technology without paying this vast bill.

In April, Intel, the world's largest chip supplier, announced it would invest \$1bn in a plant in New Mexico to start production in 1995. Its US rivals, Advanced Micro Devices, Motorola and Texas Instruments, have all followed suit over the past six months.

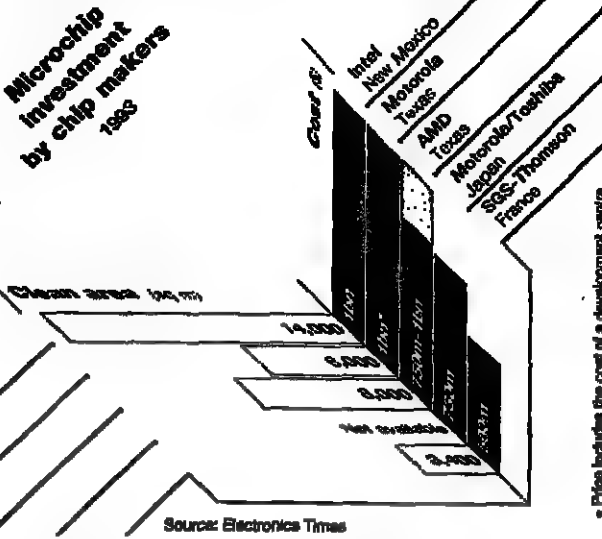
Such large sums have caused even the large Japanese companies to worry about making a return on their investment. Takao Nakano, general manager of Mitsubishi Electric's Kumamoto plant, said earlier this year that R&D investment to produce leading-edge memory devices would rise from 9 per cent of sales in 1991 to 20 per cent of sales in 2000, if current trends continued. Investment on production equipment would rise from 13 per cent to 70 per cent of sales over the same period, he predicted.

Gordon Moore, chairman of Intel, put it more bluntly. "The entry fee to be a major player in the global semiconductor market of the 1990s is \$1bn, payable in advance." This has led even the largest chip companies to form alliances, such as those between IBM, Toshiba and Siemens, AMD and Hewlett-Packard, and NEC and AT&T, to share the cost.

The medium-sized companies, which in the chip business means anyone with sales of less than \$2bn, do not have these options. Micron Technology of the US has traditionally competed at the leading edge of the memory business, but had sales of only \$57m last year. Its president, Steve Appleton, has the problem of

A serious investment

Rob Causey counts the cost of building today's chip plants



Source: Electronics Times

keeping up without paying the \$1bn price. "You have to target your R&D money," he says. "If I give you a shovel and tell you to dig a 1 sq ft hole, and you come back to me and say it's a bit tough, will it help if I say: 'Okay, here's 100 more people to help you dig a 1 ft hole?'"

The manufacture of semiconductors is a complex process, involving both printing and baking. A round piece of silicon, or wafer, is put into an oven and a layer of silicon oxide baked on to its surface. Some of the chip's circuit patterns are then printed on to the oxide and the oxide around these patterns is etched away. Chemicals are then burned into the silicon surface. This process is repeated, with more

circuit elements built up on top, until the chip is finished.

Each stage requires a specialised piece of equipment, costing about \$2m and adding up to about \$600m of the \$1bn total. One way to cut the cost of the factory is to buy less equipment; a number of companies have been working on ways of making more chips with fewer machines.

When Appleton talks about targeting R&D money, he means using as few printing stages or "masks" as possible. To make 4Mbit memories, Micron uses 11 masks; some rivals use 21. "I get twice the output for the same piece of equipment, because I only have to process a wafer for half the time."

A Dutch company, ASM Lithography, which makes printing machines (steppers), is helping to cut equipment costs. Its latest steppers are designed to allow the lenses that focus the circuit image on the wafer to be replaced when new technology becomes available. This means companies do not have to buy new steppers every time technology advances. Another \$250m of the \$1bn goes on air conditioning. The circuit designs on most wafers are so small that a microscopic piece of dust can cause a short circuit. Thus the air has to be extremely clean. ASM's steppers blow inert gas on to the centre of each wafer. As this gas flows to the edge of the wafer, it carries dirt away with it, preventing damage to the circuits. This technique allows wafers to be kept clean inside machines which themselves are not standing in the cleanest part of the plant. The chip maker can then reduce the amount of air cleaned to the highest standard and keep costs down. SGS-Thomson Microelectronics has just started making chips at a plant near Grenoble in France which, when completed, will have cost \$500m and have 3,400 sq m of floor space at so-called "class one" cleanliness. AMD's new Texas facility, with the same output, will use about 8,000 sq m of "class one" cleanroom and cost twice as much. Chipmakers are taking this approach further and creating "mini-environments". This involves moving the wafers around in an airtight box, only opened inside the machine. The whole factory does not have to be kept so clean. Lloyd Doyle, manager of IBM's East Fishkill plant in New York state, believes chip making costs will remain high. "If you're asking me if a state-of-the-art fab [fabrication plant] costs between \$500m and \$750m, I'd say yes. But there are ways of getting more devices for your money."

66 AFTER AN INTENSE AND THOROUGH SITE SELECTION PROCESS, WE FOUND THAT ALABAMA PROVIDES THE BEST COMBINATION OF THOSE FACTORS WE ARE SEEKING: A QUALITY WORKFORCE, A STRONG TRANSPORTATION NETWORK, A UNIVERSITY ENVIRONMENT, BUSINESS VITALITY AND FAVOURABLE QUALITY OF LIFE 99

HELMUT WERNER
PRESIDENT AND CEO
MERCEDES BENZ AG

When Mercedes-Benz announced its decision to locate their first U.S. car plant in Alabama, it marked a further recognition by European business of the state's strategic advantages.

While some location decisions are based on initial perception, Mercedes-Benz took a long hard look at over thirty U.S. states before deciding that Alabama best met its needs for a major manufacturing facility.

In reality, Alabama has been growing steadily. Great European companies like Courtaulds, Ciba-Geigy and Degussa have moved here and have expanded through the years. But, Mercedes-Benz is the company that the world was watching. And for that reason, we are especially proud that they chose Alabama.

Find out more about what Alabama can offer your business.

Contact: Economic Development Partnership of Alabama, P.O. Box 475, London W1A 4ZS or fax 071 487 2991.

ALABAMA
The right place at the right time

Rabbenstrasse 83, 3013 Bern, Switzerland • 2 North Jackson Street, Montgomery, Alabama, 36104, U.S.A.

Vietnam reforms raised by IMF

an Simpson in Penr

INAM's market reform working well and the country is on track to catch up with its south-east Asian neighbours, according to the managing director of the International Monetary Fund, Michel Camdessus, speaking at the end of the day of an official visit to Hanoi.

Mr Camdessus said that the IMF was pleased with the progress of the reforms, particularly the liberalisation of the foreign exchange market. He also noted that the IMF was working closely with the Vietnamese government to help them implement the reforms more effectively.

During his visit, Mr Camdessus met with Vietnamese officials and held several meetings with the IMF's local staff. He also visited some of the reform projects that are being implemented in the country.

Mr Camdessus's visit is part of a series of missions that the IMF is sending to various countries in the region to assess the progress of their market reforms and provide technical assistance where needed.

3 P&P has the connections to make it happen

Information isn't valuable unless it is shared. And yet, most organisations find it difficult to access their fundamental data sources.

Unlocking company information may mean the difference between success and failure. Which is why we regularly implement multi-user computer systems to help major businesses share their knowledge.

Connecting employees electronically makes it easier to distribute and understand information. It improves communication at local and international levels. It makes it easier to work together and exchange ideas. In fact it changes the way businesses operate.

Whether you need to discuss, implement, upgrade or support such systems, we have the experience and expertise to make it work for you. So, if you want to improve communication through IT you need to talk to P&P.

multi-user computing

making it happen

For more information contact Rob Mahon
Todd Hall Road, Heston, London, TW20 0EX
Lancashire BSA SHU, Tel 0756 217744
Pinner's Court Business Centre, 11 Wapping Lane,
London E1 9DA, Tel 071 485 0885

MANAGEMENT: THE GROWING BUSINESS

Taxman tightens grip

Ten months into the European single market, many companies are still struggling to comply with the complexities of the new value added tax (VAT) regime.

UK Customs & Excise, for one, has given businesses a breathing space to get used to the new system but will start to tighten up in 1994.

What should companies be doing to ensure that when this happens they are not caught out? VAT specialists suggest:

● Check the accuracy of the sales and trade data you are filing to customs. You will not want to go back over several months of figures if the VATman challenges your numbers.

● Check that you are only making VAT-free exports to VAT-registered customers. If you discover later that a customer is not VAT-registered you will be required to pay VAT on those sales.

● Confirm that you have appointed a VAT representative where appropriate in countries where you make substantial sales to customers not registered for VAT or you could incur local penalties and a VAT liability.

The threshold levels vary. "The fixed penalties pale into insignificance compared with the cost of having to pay VAT of 17.5 per cent on sales when you did not expect it," comments John Arnold, tax partner at accountants Coopers & Lybrand.

But VAT is not the only area where businesses should review matters. Companies may be failing to exploit the operational benefits of the single market.

● Businesses should consider whether they cannot reduce their stock levels to take account of faster delivery times in the new barrier-free market.

● They should review their transport costs to see if their shippers have passed on all or any of the benefits of the faster delivery times.

● They should reduce the size of what are known as deferred guarantees provided by their banks now there is no longer a need to cover a VAT liability on EC imports.

CB

Who has time to read even a fraction of the business books which pour from the publishers' presses every month? Small business owners are particularly reluctant to trust the printed word when it comes to seeking advice.

And yet, the well-written manual can provide short-cuts and act as a valuable source of reference. Recent publications have addressed a number of important issues, some highly topical, some perennial, including quality, the single European market, customer care and finance.

If any area of business management could be dismissed as the art of the blindly obvious, then customer service would come at the top of the list. Yet for all the self-evident nature of the need to treat your customers well, this is the one area where many businesses are particularly inept.

The Golden Rules of Customer Care by Carl Sewell and Paul B. Brown (Business Books, 175 pages, £15.99, paperback £8.99) treats its subject in an instructive and entertaining fashion. Sewell, who runs a Cadillac dealership in Texas, calculates that a satisfied customer will spend \$352,000 (\$219,000) over a lifetime on cars and servicing. Once you realise a sale is not a one-off transaction, then it makes sense to keep customers happy, says Sewell.

Start by asking your customers what they want. When Sewell surveyed his, he found they valued convenience above price, so he extended his opening hours and provided a free car while the customer's was being repaired.

Sewell says he cannot guarantee to be the cheapest repair shop around, but he makes sure customers feel happy by ensuring that the bill always comes in under the estimate. This involves making an accurate assessment of the likely cost and building in a buffer of 10 per cent.

He also takes service as far as offering a free call-out to fix a flat tyre or replace a broken car key. Very few people abuse this sort of service and the payback in terms of creating loyal customers is well worth it.

Not that saying please and smiling will ensure that the job is done right the first time. Only having tight operating and financial controls and well-chosen, motivated staff can achieve that.

This story is that of a car dealer but his advice could be applied to other sectors. Sewell even has an answer for the sceptics who ask does the author practise what he preaches and if he is so smart, why isn't he rich? He does and he is.

Guides to the workings of the European Community are plentiful, but the particular advantage of *Into the Single Market* by Jon Marks

Charles Batchelor samples the latest crop of business books

Selective reading



"I'M SAVING THESE BUSINESS BOOKS FOR WHEN I RETIRE."

(Middle East Economic Digest, 80 pages, £24.95.) is the clarity of its lay-out. However, the decision not to include an index reduces its value as a quick reference book.

The Community is developing so rapidly that any guide has only a short shelf-life. The names, addresses and telephone numbers which make up a valuable part of this handbook are particularly prone to obsolescence.

But the book gives an admirably complete explanation of the Community's history, institutions and systems. What are the structural funds, the cohesion fund and the

convergence programmes? Community-speak is larded with terms bleached of much of their meaning by translators.

One section of this book explains how the EC evolved to its present state, while another goes into the details of doing business in the EC, coping with issues such as the harmonisation of standards, taxation and public procurement.

The author also looks at sectors such as energy and the environment, agriculture and the financial system.

Not as narrowly focused as its title suggests, *The Quality Manage-*

ment Manual by Jenny Waller, Derek Allen and Andrew Burns (Kogan Page, 206 pages, £24.95), does explain how to write the manual required by formal quality systems, but it also provides a general introduction to the subject of quality.

It also contains a wealth of case histories of how companies are coming to grips with the question of quality. For some companies introducing quality assurance revealed quite startling gaps in the management procedures.

The authors make clear that they are not providing an off-the-shelf quality manual. Quality management systems must be tailored to the needs of the individual organisation, they warn.

Most companies will use a book of this sort on the road to achieving BS 5750, the British quality assurance standard, and its international equivalent ISO 9000, but it should also prove of value to companies which do not want the rigours and expense of formal registration.

A quality manual serves a double purpose, the authors point out. It is both a symbol of a company's commitment to quality - though one which will be closely scrutinised by the certification company's assessors - and a practical reference book for staff. It should not be a dry, technical document, but be designed to be attractive and easy to use.

The Business of Factoring by David Hawkins (McGraw Hill, 247 pages, £35) combines a practical guide for managers on how and when to use factoring and invoice discounting, with a critical review of the state of the industry.

Factoring provides cash against a company's invoices and can represent a flexible method of raising finance in situations where the bank manager is unwilling to grant or increase an overdraft. It has not completely shed a down-market image acquired in the 1960s, but has grown in popularity in recent years.

This book provides a jargon-free account of how factoring and invoice discounting work for the client company. But it could also be read in the boardrooms of the banks which own most of the big factoring companies.

The banks have tended to regard it as a peripheral activity which competes with their main business of providing overdraft and loan finance. They have therefore not developed factoring as aggressively as they could have done, Hawkins suggests.

This might not matter to anyone but the banks' shareholders. But factoring could prove a valuable additional source of finance to businesses recovering from the recession, particularly if the banks are more cautious about extending loans to small businesses.



Start-ups highest since 1990

Nearly 107,000 new businesses started up in the second quarter of 1993, the largest number since the final three months of 1990 and 23 per cent more than in the same period of 1992, according to the latest edition of Barclays Bank's Small Business Bulletin.

New starts were still outnumbered by closures, though at 130,000 these were 14 per cent lower than in the second quarter of 1992.

In the first six months of the year, new starts rose 14 per cent to nearly 237,000. This increase reflected improving business optimism encouraged by low interest rates, falling inflation and the competitiveness of sterling's exchange rate.

Barclays said it did not expect this rate of improvement to be maintained throughout 1993. It estimates that new starts this year will reach about 400,000, nearly 10 per cent more than in 1992.

The most buoyant regions in the first half were East Anglia and the north-west of England. Contact Paragon Communications. Tel: 071 734 6030.

Keeping the family happy

Personal relationships can strengthen the family-owned business, but they can also be a source of tension.

Understanding family dynamics is one of a series of evening seminars to be run by the Stay Centre for Family Business this autumn.

Other subjects to be covered include financing the family business, planning to sell and arranging the hand-over from one generation to the next.

Contact Diane Deacon, Stay Centre for Family Business, 8 Baker Street, London W1M 1DA. Tel: 071 488 5888.

Mail order from the Prince's Trust

The Prince's Youth Business Trust, which helps young people

get started in business and whose patron is the Prince of Wales, has produced its first mail order catalogue featuring the products of businesses started with the aid of the trust.

The eight-page catalogue carries details of the products of a dozen companies, but the plan is to expand its coverage in future years.

The items range from hand-painted earthenware vases to jewellery, ceramic-faced clocks to umbrellas with a colourful inner lining.

Part of the profit made on products sold through the catalogue will go back to the trust which has provided more than £30m in loans and grants to 18,000 young entrepreneurs.

*From FY37, 5 Cleveland Place, London SW1Y 6JX. Free.

Unemployed get help with ventures

Would-be entrepreneurs in West Yorkshire can participate in a £600,000 initiative to help unemployed people with a business, technical or professional background start up on their own.

The Innovation Partnership scheme, which has been launched by Huddersfield University and Calderdale and Kirklees Training and Enterprise Council, will provide 60 people with a computerised office and financial and professional support.

Participants will work in teams for up to 10 months to develop a business plan to the stage where they can look for a corporate joint partner or seek additional public or private-sector finance.

Contact Peter Bissell, Project Manager, Huddersfield EDDI 3DH. Tel: 0484 472711.

£50,000 prize in Quest for Growth

A national competition to find Britain's fastest growing businesses has been launched by BSI, the development capital group.

The Quest for Growth competition is open to independent businesses with sales of between £250 and £500,000 and profits of more than £100,000. Winners from nine regions will compete for a prize of £50,000 in the national final which will take place next March.

Entry forms available from BSI. Tel: 071 585 7883 or 071 585 3131. Closing date for entries is November 31.

BUSINESS OPPORTUNITIES

READERS ARE RECOMMENDED TO SEEK APPROPRIATE PROFESSIONAL BEFORE ENTERING INTO COMMITMENTS



EniRisorse Proposed Sale of Agip Australia Pty Limited

or all or part of its assets

EniRisorse S.p.A., a company of the Eni Group, having its registered office in Rome, Piazza L. Cerva 7, and a fully paid-up share capital of Italian lire 201,392,000,000, registration no. 7458/92 at the Rome registry of companies, invites submission of offers for the purchase of either:

● the entire equity of Agip Australia Pty Ltd a company incorporated under the laws of NSW, and having its head office at level 16, Commonwealth Bank Building - 240 Queen Street - Brisbane, QLD 4000; or

● all or part of the assets owned by Agip Australia and consisting of:

- **Radio Hill:** a nickel-copper project in the Pilbara region of Western Australia and comprising: - a fully developed underground mine with ore reserves of 1.1 Mt; - a concentrator plant and a smelter designed to process 150,000 tpa of ore and to produce 12,000 tpa of matte (25% nickel and 20% copper); - 9 mining leases and 2 exploration licences.
- **Thalange:** a copper-lead-zinc project located in north Queensland, in which the company has a 25% interest. The project processes 600,000 tpa of ore producing 140,000 tpa of concentrates (1/3 copper, 1/3 lead and 2/3 zinc).
- **Mount Windsor:** a base metals exploration project in the vicinity of Thalange in which the company has a 25% interest.
- **Lady Loretta:** a zinc-lead-silver project located in north-west Queensland, in which the company has a 25% interest.

● **Other base metals and uranium exploration interests.**

EniRisorse has appointed Bain & Company to assist in the sale.

Bain & Company
Deutsche Bank Group

KAZAKHSTAN INVESTMENT

Investors sought for airport, power and health projects with a minimum investment level of \$100M against Kazakhstan Bank guarantee.

Construction to be carried out by a group of British and Turkish companies.

Syndicates, venture capital group and banks are invited to visit Kazakhstan with the group during the first week of November 1993.

Interested investors should contact
Fax: U.K. 0430 432271 or 0430 430699

AUTHORS Your book published all subjects including: medicine, religion, poetry, children's stories and fiction. New Authors Welcome. The Adolph Press, (Dept 467), 46 Elbow Road, London SW16 1TD

INVESTMENT REQUIRED for Golf Driving Range in PRIME South East location. Minimum £250K. Write to Box 81633, Financial Times, One Southwark Bridge, London SE1 9HL

CEMENT

ON BEHALF OF

ASSOCIATION FOR FOREIGN TRADE AND COMMERCIAL ACTIVITIES OF THE GENERAL COOPERATION OF TRADE UNIONS OF THE RUSSIAN FEDERATION

We are able to offer 10,000 metric tonnes of bagged Grey Portland Cement 450 BS 12/2009 FOB Russian Black Sea Port US\$30 per tonne.

We are also authorised to negotiate long term contracts for regular monthly supplies.

European Resources Inc.
Fax 081 945 6272

DO YOU WISH TO IMPROVE YOUR COMPANY'S CASHFLOW?

We are an independent, service oriented company who will show you a flexible alternative to inflexible bank facilities. **MBOS AND ACQUISITIONS A SPECIALITY** **TURNOVER £500K P.A. AND ABOVE ONLY**

Write or telephone in the first instance:
Scott Bradley or Brian Sumner
Causeway Invoice Discounting Company Limited
12 St Ann's Square, Manchester M2 7HS
Telephone: 061-832-4442 Fax: 061-832-4050
or Grant Smale
Causeway Invoice Discounting Company Limited
7 Hanover Square, London W1R 9HE
Telephone: 071-495 2525 Fax: 071-491 2050

ENGLISH COMPANY having successfully obtained the exclusive rights to the authentic story of Chikaitlo (the world's greatest serial killer) who murdered and cannibalised 56 young men, women and children is looking for investors/broadcasters to finance the completion of the production of a documentary for world television. The rights negotiated include an exclusive interview with Chikaitlo himself, transcripts/film of his trial and those directly involved with his arrest and other documented material. Substantial footage has already been shot.

For further information please contact:
MARRIOTT HARRISON
SOLICITORS
Tel: 071 405 7954 Fax: 071 242 4093
Ref: Chikaitlo

MERVYN FRANKEL
is now devoting his energy and enthusiasm to the administration of offshore companies and trusts through the medium of an established Jersey Company whose directors are all chartered accountants. He would be delighted to hear from former students and friends who might wish to establish a new professional relationship with him.

Please write to: Mervyn Frankel
City Management Ltd, 38/39, The Exchange,
St Helier, JERSEY CI. JE4 8SD or
telephone 0534-280082 or fax 0534-280983

MANAGEMENT STARTUPS

MSU financing is available in lot sizes of £50K to £1M for experienced management teams with established and proven track records, demonstrable drive and commitment, intimate and extensive knowledge of their chosen business sector, and the ability to present a coherent convincing and realistic business plan.

Principals only should reply in writing to reference:

PAB
H W Fildes & Company
Acre House, 11-15 William Road,
London NW1 3ER

VENTURE CAPITAL AVAILABLE

Minimum of half a million pounds, maximum £3 million. Equity stake required. All replies treated in strictest confidence. Send Business Plan with Executive summary in triplicate hand copy in Box B1831, Financial Times, One Southwark Bridge, London SE1 9HL.

RESIDENTIAL PROPERTY COMPANY looking to purchase vacant/untenanted properties of houses and blocks of flats in England. Contact: H. Crocker, The Crocker Group, 12-14 Wynne Street, Salisbury Wiltshire. Tel: 071 900 8980 Fax: 071 255 1006

COMMERCIAL FINANCE/VENTURE CAPITAL - sensible cases, sensible fees, Anglo American ventures Fax 0254 301377

GREETINGS

Leading publisher of greeting cards and stationery products is now licensing the supply and servicing of its national retail base on a regional basis.

Potential distributors should have a successful track record in running a business and £50,000 working capital. An offer of genuine business with serious income.

TEL: 061 488 4469
Paramount Arts

A.M.C. Cairo Egypt

Agent for several pharmaceuticals and chem manufacturers, is looking to expand its activities with new suppliers who may be interested in being involved in the Egyptian market.

Please contact:
M. ROFAEL
Tel: (0604) 453322 York, U.K.
or Fax: (0202) 616504 Cairo Egypt

BUSINESS TRAVEL AGENCY

Corporate investor, with own travel account £500K + P.A. sought as equity shareholder in business travel agency.

Write to Box B1472, Financial Times, One Southwark Bridge, London SE1 9HL.

COMPANY THREATENED? CREDITORS PRESSING? CROWN DEBTS? PERSONAL GUARANTEES?

For immediate help phone:
A. L. GABRIEL
071 409 0404

CHANNEL ISLANDS

Offshore Company Formation and Administration, Also Liberia, Panama & BVI etc. Total offshore facilities and services.

For details and appointment write: **Cory Theodorides**, 2-6 Belmont Rd, St Helier, Jersey, CI. Tel: 0534 78774, Fax: 0534 35401, Telex: 412227 CORYTHM C

CONTRACTS & TENDERS

For the supply of road transportation and stockpile handling equipment for use in West Africa. New and used.

For further details, interested companies should contact: **Mike Zelench** or **Don Speedin** at Midland Overseas Group on Tel: 071-332-6043, or Fax: 071-332-6004

INVITATION TO TENDER

For the supply of road transportation and stockpile handling equipment for use in West Africa. New and used.

For further details, interested companies should contact: **Mike Zelench** or **Don Speedin** at Midland Overseas Group on Tel: 071-332-6043, or Fax: 071-332-6004

SHIRTS MADE TO MEASURE
For free catalogue kindly write or fax to:
Mr RAJ MURPURI
838 Star House, 3 Salisbury Road
Kowloon, Hong Kong
Fax: + 852 317 0817

SEEKS TO ACQUIRE

Prominent company in House & Garden Wares, seeks to acquire profitable or non-profitable manufacturing companies in

Housewares, Gardening or Hardware.

Communication will be with the principal of this company, and full confidentiality is guaranteed. Companies up to £15m turnover will be considered.

Box no. 1835, Financial Times, One Southwark Bridge, London SE1 9HL

FUNDS AVAILABLE

Private Scottish Company seeks to acquire or take controlling interest in companies based Scotland/N. England or near major airport which would ideally have some of the following attributes:

- ◆ T/O £3m plus
- ◆ Engaged in Light Engineering/manufacturing
- ◆ Product based
- ◆ Management keen to remain in place
- ◆ Potential to dominate a niche market

UP TO £4M AVAILABLE
Write to Box B1925, Financial Times, One Southwark Bridge, London SE1 9HL

PRINTING AND CORPORATE LIVERY LOGISTICS

Developing printing and corporate livery logistics management company, part of cash endowed plc, seeks acquisition of quality printing/logistics operations to further growth and development.

Local candidates will feature a turnover of £1 - £5m with the bias towards corporate clients and will be based preferably in the Midlands/South of England.

Write to Box B1945, Financial Times, One Southwark Bridge, London SE1 9HL

We are in contact with a substantial number of major PLC's in mergers and acquisitions who are constantly looking to acquire sound companies.

We would be pleased to hear from controlling directors or principals of companies wishing to sell with minimum turnover £5m million and pre-tax profits £50K with no upper limit.

For further details please telephone Mark Dunn A.C.A. on 061-855 4800 or fax 061-854 5728

FUND MANAGEMENT
Successful Independent Asset Manager, Chartered Accountant, with over 15 years experience in major institutions, good performance and excellent connections, wished to acquire established fund management business.

Reply in strict confidence to: **Box B1786, Financial Times, One Southwark Bridge, London SE1 9HL**

IMPORT/EXPORT/ DISTRIBUTION/ MARKETING
We wish to purchase an established company involved in "Commercial Services" and Sales.

Product area is immaterial but company must be capable of rapid growth with new financial and sales injections. **Miles TJO Ltd.** Present management must remain.

Box B1821, Financial Times, One Southwark Bridge, London SE1 9HL

دكان الاصل

Vietnam reforms raised by IMF

IMF

IMF

IMF

IMF

IMF

BUSINESSES FOR SALE

ANNOUNCEMENT FROM SÜMER HOLDING A.Ş.

As a part of the privatization programme Sümer Holding A.Ş. Offers for sale its Çanakkale Synthetic Leather Plant by sealed tender and sale negotiations procedure.

- THE PLANT TO BE SOLD
- Çanakkale Synthetic Leather Plant.
- AMOUNT OF TENDER BOND
- TL. 5.250.000.000
- 1- The Information Document and sale specifications of the above plant is available for a fee of TL 250.000, at the General Directorate of Sümer Holding A.Ş., at the address below.
 - 2- The plant shall be transferred to the buyer "as it is" at the date of signature of the purchase agreement, excluding the receivables and liabilities and inventories of the plant at that date.
 - 3- The buyer shall be wholly responsible for all the liabilities arising from the rights and payments which the employees working under labour law 1475 and whose numbers are specified in the Information Document, are entitled to or shall be entitled to by the labour law and the collective agreement.
 - 4- The offerors are required to provide an irrevocable, unconditional (payable at first demand) tender bond for an amount of 5.250.000.000 Turkish Liras and valid for a period of at least six months to the below address of the General Directorate. Offers prepared in compliance with the sale specifications should be submitted to the Correspondence Department of Sümer Holding A.Ş. General Directorate at Çankırı Caddesi No: 2 Ulus/ANKARA, not later than 3 P.M. on November 23, 1993. Delays in post shall not be accepted.
 - 5- Sümer Holding A.Ş. is not subject to the restrictions specified in the State Tender Law No. 2886 dated 8 th September 1983 and reserves the right to decide whether or not to sell the plant and to extend the deadline of the tender, if deemed necessary.

SÜMER HOLDING A.Ş.
Çankırı Caddesi No: 2 06042 Ulus/ANKARA
Phone: 00-90-312-310 38 30 Fax: 00-90-312-311 72 33

WILLIAM HILLARY

BOURNEMOUTH

COMMERCIAL GOLF CENTRE

18-HOLES - 6208 YARDS

ACADEMY COURSE AND RANGE

CLUBHOUSE C. 13,000 SQ. FT.

TURNOVER 1992/3 C. £971,000

Colour brochure from sole selling agents
WILLIAM HILLARY LEISURE & HOTELS
47 HIGH STREET, SAUSBURY, WILTS, SP1 2QF
TEL: 0722 327101 FAX: 0722 411803

LEISURE AND HOTELS

WILLIAM HILLARY

M3

BASINGSTOKE

27 HOLE GOLF SITE

FREEHOLD - 227 ACRES

Colour brochure available from sole selling agents
WILLIAM HILLARY LEISURE & HOTELS
CLOSE DATE HOUSE, 47 HIGH STREET, SAUSBURY, WILTS SP1 2QF
TEL: 0722 327101 FAX: 0722 411803

LEISURE AND HOTELS

C M Hagg and J B Stephenson of

NEVILLE RUSSELL

Chartered Accountants

Offer for Sale Executive Fish Tanks Ltd
In Administrative Receivership

RETAILER OF TROPICAL FISH,
CORALS AND ACCESSORIES

- Established Corporate & Local Customer Base
- Specialist Niche Market
- Prominent London SE1 premises at fixed low rent of £1,600 p.a.
- TO £383K 1990
- Established workforce

Further details contact The Receiver's Agents Ref: HSH

ESP

EDWARD SYMONS & PARTNERS

2 Southwark Street, London Bridge, London SE1 1RQ
LONDON • MANCHESTER • LIVERPOOL • BRISTOL • SOUTHAMPTON
Tel: 071-407 8454

LONDON WC2

Substantial freehold building, 6000 sq ft arranged over six floors. Provides Bar, Restaurant and Members Club. Combined T/O in excess of £15,000 per week. Busy West End location.

Freehold £950,000
Ref: 26560

Please contact Andrew Whiteford on 071 486 4231

CHRISTIE & CO

MULTI BRANCH
INSURANCE BROKERAGE

with c£10m commissions would like to sell buy or merge with South of England based brokerage specialising in business and/or life and pensions.

Management Consultants Ltd
18 Croftdown Rd., London NW5 1EH

SENEGAL 200 Bedroom modern hotel, village style, good profits. £10.5 million. Offer? Hotels for sale - Europe. Bargains. Spain. MICHAEL PEGG Tel: 0272 420243 Fax: 0272 420247

B&A MAGAZINE advertises businesses for sale and auction of assets. Tel: 071-952-1154 Fax: 071-708-3464

Bowling Alley

Macclesfield, Cheshire

G. Summers Leisure Limited
(In Receivership) trading as Summers Superbowl is a 24 lane tenpin bowling centre. The business is now offered for sale as a going concern.

- Purpose built long leasehold premises
- Car parking facilities
- Projected annual turnover £1m
- State of the art computerised operation
- Diner and fully licensed bar
- Video arcade machines
- Corporate and party entertainment facilities

For further details contact the Joint Administrative Receiver: David Rowlands, Grant Thornton, Heron House, Albert Square, Manchester M2 5HD.
Tel: 061 834 5414 Fax: 061 832 6042.

Grant Thornton

The U.K. member firm of Grant Thornton International, Authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business.

Cooper-Perry, Prior and Palmer
Chartered Accountants

BEARDALLS LIMITED
(In Administrative Receivership)

The Joint Administrative Receivers offer for sale the business assets

- Long established Paint Manufacturer.
- Turnover of approximately £300,000 p.a.
- Large established customer base including blue chip.
- Freehold factory and yard in Nottingham

For further details, contact either M. R. Ellingworth or N. Vasey on
Tel: (0602) 580212 Fax: (0602) 588800

Cooper-Perry, Prior and Palmer
Chartered Accountants
56 High Pavement, Nottingham NG1 1HX
(Authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business)

AS A WHOLE OR AS INDIVIDUAL UNITS

Leasehold Hotel/
Theme Bars/
Nightclubs

- Waterside Hotel - Newcastle-upon-Tyne
- Jimmy's Bar - Newcastle-upon-Tyne
- Club Bar - Newcastle-upon-Tyne
- Blue Nightclub - Newcastle-upon-Tyne
- Yel Bar - Newcastle-upon-Tyne
- Yel Bar - Leeds
- Total turnover in excess of £3,000,000 for the year ended 31 December 1992

For further details contact:
Ian Naylor or John Mills

Weatherall
25 King Street, London E1 1JF
0532-442063

DANISH PAINT PRODUCTS
AND MACHINE FACTORY

Due to the owner's declining health, the above factory is to be sold. For over 20 years, the factory has produced white line paint for roads and white the marking machines for the public and private sectors.

The factory may be sold with or without the buildings.

The factory buildings were erected in 1988 and comprise an area of 1185 metres of floor space, together with an arched roof hall of 300m² approx, which is under construction.

The industrial site comprises 9,000 m² approx. In addition there are 40,000 m² of agricultural land with a residence and stable building for horses.

The factory is situated about 5 km from the sea, where conditions are excellent for swimming and sailing.

Please request a statement of accounts with no obligation.
Write to Box 51726, Financial Times, One Southwark Bridge, London SE1 9HL.

McLAUGHLIN & HARVEY PLC
In Administrative Receivership

The Joint Administrative Receivers offer for sale as going concerns the Businesses and Assets of the McLaughlin & Harvey Group.

McLAUGHLIN & HARVEY PLC
(In Administrative Receivership)

NORTHERN IRELAND
CONSTRUCTION DIVISION
Belfast

General contractor undertaking a varied range of commercial, industrial, public sector and retail developments and also refurbishment and conservation contracts.

Principal features include:

- One of the leading construction companies in Northern Ireland.
- Prestigious client list including leading retailers, Government Departments and industrial groups.
- Major contracts undertaken for Marks and Spencer PLC, Short Brothers PLC and Department of the Environment for Northern Ireland.
- Freehold property at Malusk.
- Turnover for the year to 31 December 1992 was approximately £40 million and is expected to be approximately £35 million in 1993.
- Extensive work in progress.

GILBERT & TURNBULL LIMITED
(In Administrative Receivership)
Islington, London
Masonry Contractor

Principal features include:

- Skilled workforce.
- Recognised specialists in the craftsmanship of restoration, new build and stone cleaning.
- Recent prestigious projects include Windsor Castle, Palace of Westminster and Hampton Court.
- Annualised turnover of approximately £1,250,000.

For further information please contact the Joint Administrative Receivers.

Philip Sykes
BDO Binder Hamlyn
20 Old Bailey
London EC4M 7BH
Tel: 071 489 6193
Fax: 071 489 6295

Eric Bell
BDO Binder Hamlyn
12 Malpas Road
Belfast BT9 5BP
Tel: 0232 381990
Fax: 0232 661772

BDO
BINDER
HAMLYN

Chartered Accountants
Authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business

BUSINESSES FOR SALE

Letchworth Printing
Company Limited

Imprint of Luton
(Designers and Printers)
Limited

The Joint Administrative Receivers offer for sale the business and assets of the above companies as a going concern and invite offers for all or part of the respective businesses.

Principal features include:-

- Combined facilities as trade printers, manufacturers of computer listing paper and continuous business forms
- Artwork, studio and platemaking facilities
- Respective annual turnovers of approximately £5 million and £500,000
- Long leasehold factory and office premises of approximately 30,000 sq feet, based in Letchworth Garden City, Hertfordshire
- Varied range of specialist machinery to accommodate the above facilities.
- Patented and trade marked brands of computer stationery products
- 8-10% share of UK paper listings market with blue chip customer base
- Skilled and experienced workforce

To obtain a copy of the sales particulars, interested parties should contact Levy Gee & Partners, 100A Chalk Farm Road, London NW1 8EH, quoting reference number L3950/TA.

Tel: 071-267 4477 Fax: 071-485 1486.

LEVY GEE & PARTNERS
CORPORATE
SUPPORT SERVICES
LONDON • MANCHESTER
WORKING • CROYDON

Senlac Metal
Casements Limited
(In Receivership)

The Joint Administrative Receivers offer for sale as a going concern, the business and assets of Senlac Metal Casements Limited.

Principal features include:

- Based in East Sussex.
- Manufacturers of steel/aluminium windows and door frames.
- Fully equipped manufacturing plant.
- Annual turnover in the region of £1.8 million.
- Established for 60 years with a good reputation.
- Engineering facility supplying M.O.D.

For further information contact:
The Joint Administrative Receiver, M D Gercke,
Price Waterhouse, Bridge Gate, 55/57 High Street,
Redhill, Surrey RH1 1RX. Telephone: (0737) 766300.
Fax: (0737) 779542.

Price Waterhouse

Price Waterhouse is authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business.

PVH Industries Limited
(In Administrative Receivership)

The Joint Administrative Receivers offer for sale as a going concern, the business and assets of a well respected engineering company, specialising in material handling and sortation systems.

- Annual turnover approximately £6.5 million.
- Several major multinational customers.
- Skilled workforce including qualified draughtsmen and engineers.
- Order book in excess of £0.5 million.
- Located in extensive leasehold premises in Stoke on Trent (65,000 square feet) affording considerable operating capacity.

For further information please contact:
JJ Gleave or A O'Keefe,
Arthur Andersen,
Bank House,
9 Charlotte Street,
Manchester M1 4EU.
Tel: 061-200 0277 Fax: 061-200 0343

ARTHUR ANDERSEN
ARTHUR ANDERSEN & CO. SC

Arthur Andersen is authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business.

Humberts Leisure

North Devon
Barnstaple about 10 miles, South Molton about 10 miles

Libbaton Golf Club
A well established golf club with approximately 450 members

- 18 hole golf course • Clubhouse • Practice green
- Floodlit driving range • Full trading figures available to interested parties

For sale freehold by private treaty as a going concern
Ref: TEM/93/686

25 Grosvenor Street, London W1X 9FE
071-629 6700

HOTELS & LEISURE

HOME-BASED a. £5000 Au pair placement agency. Ideal homebased office. No language or sales. Posttelephone only. Box 51818, Financial Times, One Southwark Bridge, London SE1 9HL.

MOTOR AUCTION BUSINESS FOR SALE as a going concern. Established ten years and extremely profitable. Full details from Hodgson Ellington & Co. Tel: 0522 512232. Reg: SJE

Concert

Sentiment rules in the US

On Sunday in the Barbican with Ivor Bolton, the London Symphony played a benefit concert for United World Colleges and the Variety Club of Great Britain. Even by benefit-concert standards, it was a pretty run programme. Two obscure operatic numbers (Massenet, Rossini) for Ruggero Raimondi to sing, each prefaced with instrumental pieces from those composers' operas; and then a commissioned piece de résistance: a "Peace" piece, conducted by his highly professional composer Marvin Hamlisch, whose scores have enlivened the musical *A Chorus Line* and - among many other movies - *The Way We Were*, which earned him Academy Awards.

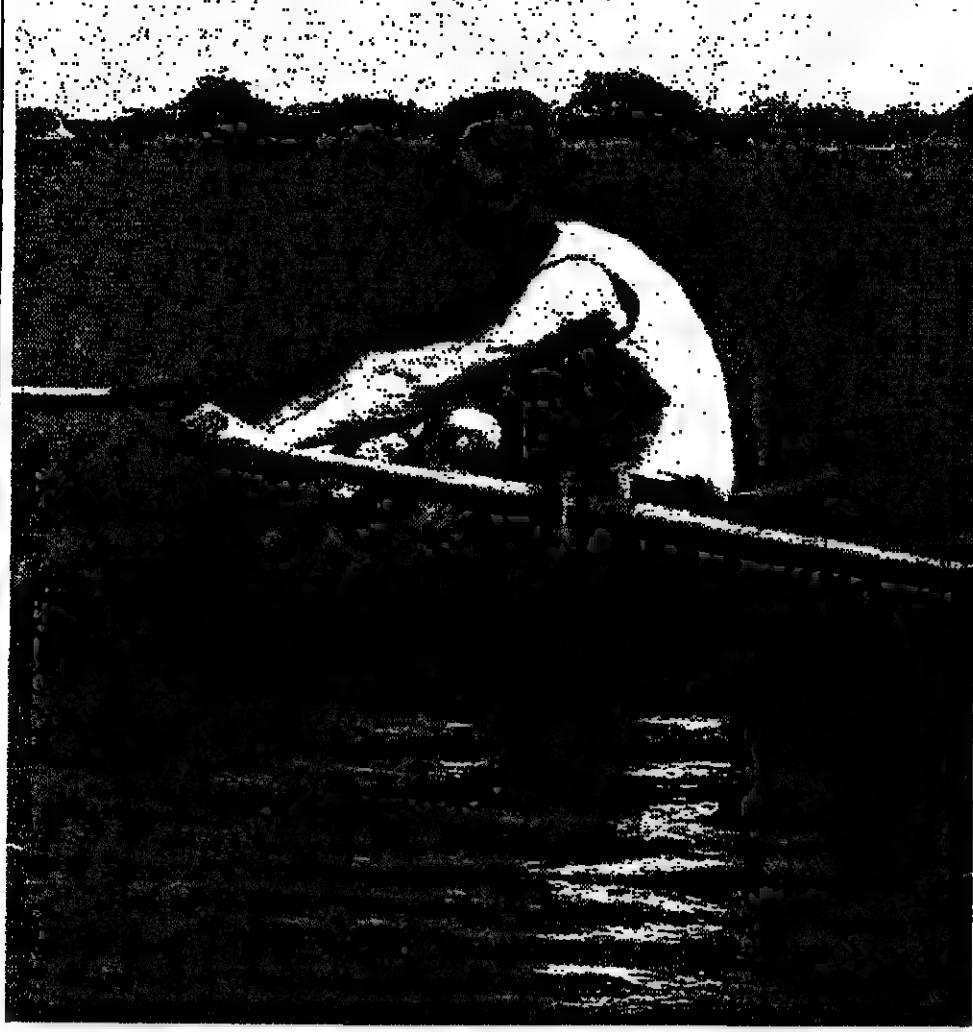
While the LSO addressed itself vigorously to Massenet's ballet music for *Le Cid*, I kept thinking how much better it would have been if his contemporary Chabrier had written it. Both composers began with similarly catchy tunes, but Chabrier went on unfailingly to twist and subvert them until they crackled with fresh imagination. Then Raimondi impersonated Massenet's dying "Don Quichotte" with grave tenderness and superbly even tone: if only Massenet's mawkish strings were less blatantly "effective", and more elegantly composed! After that, the great bass enjoyed himself hugely in a patter-aria from Rossini's *Il Signor Bruschini* (partly spoken); and then he stopped, when we felt we'd hardly heard him yet.

Hamlisch's *Anatomy of Peace*, which was having its European premiere, was commissioned by United World Colleges. The fund-raising co-Chairs for its U.S. National Committee are his wife and Mrs Phyllis Rothchild Farley. Jaillard-trained as he is, one hoped that "this first commissioned work for symphony orchestra" would stretch him at last beyond the limits of Broadway, but it did not.

We got his own printed scenario. A solo flute line, representing the "one law" that should be the salvation of warring nations worldwide, would contend with noisy dissonances from "national" sections. Little by little, the obstreperous ethnic voices would succumb to a deeply American ideal: pliantly wistful, white-note stuff, in a familiar Copland/Bernstein/Sondheim vein. Of the "Somewhere" idyll in *West Side Story*, for a start - but eventually finding themselves singing along with the stalwart boy chorists (from St. Paul's, very good).

The wistfully innocent Big Tune was stamped upon our ears by innumerable repetitions. Dissenting voices were rendered as mere sound and fury. I was embarrassed to find my old 1960s paranoias about the US of A (its well-meaning moral lust for world domination, its invincible ignorance about what moves anybody else) so starkly confirmed.

David Murray



'John Biglin in a Single Scull', 1873-74, by Thomas Eakins

Much music making in Zurich

Not many European cities can offer an opera house as pleasant to visit as Zurich's lakeside complex with its cosy, comfortable, main auditorium. Nor can there be many where you can see three operas and a star recital in the space of ten days. A balance is maintained between the old repertoire opera and the *stagione* system with only one or two productions on show for longer than most visitors stay.

New to Zurich is Nikolaus Lehnhoff's production of the revised version of Henze's *Der Prinz von Homburg*, described by Andrew Clark after the premiere in Munich last year. This has been transferred, with (except for William Cochran's authoritative Ektor) a new cast and conductor. It was Luciano Visconti who suggested to Henze an opera on Kleist's play about a dreamy, impetuous soldier-prince at odds with the traditions of Prussian militarism. Ingerborg Bachmann condensed the drama into a workable libretto, softening the military aspect on the way.

When the opera was first given, at Hamburg in 1960 (yes, *Homburg* in Hamburg) much stress was laid on the brevity and concision of Henze's new score compared with the over-flowing abundance of its predecessor, König Hirsch. Indeed this short three-act is not prolix and there is a Stravinskian pungency and economy. Yet coming back to *Homburg* after more than 30 years the chief impression was of welcome re-immersion in Henze's early, luxurious sound-world, poised somewhere between König Hirsch and the ballet *Ondine* which followed soon after. Gottfried Diez's dignified single set, saved from monotony by the enchanted lighting, uses a front gauze, right for the opening and closing scenes but dulling some important action details, like the business of the lau-

rel wreath and the glove fished by the Prince from his beloved Princess Natalie. Sights and sounds of war were so much played down as to be almost unnoticeable.

The baritone Thomas Hampson is swiftly making the title-role in *Homburg* his own. He may not have (few opera singers can claim this) the other-worldliness concealing inner strength of the actor Gérard Philipe who so memorably played the Prince in the TNP production of the play in Paris. Yet he is elegant in bearing and movement, and he deals easily with Henze's consciously Italianate vocal lines. Already Hampson gives

Ronald Crichton enjoys Henze, Wagner and Verdi operas plus a Cecilia Bartoli recital

a credible portrait of a Hamlet-like dreamer with misdirected spurts of activity. Otherwise, apart from Cochran's Ektor, the best singing came from Martin Zysset as the Horatio figure, Count Hohenheim. Eliahu Inbal conducted, alert and sensitive but inclined to let the brass have its head.

The recitalist was the mezzo-soprano Cecilia Bartoli, who already draws as much applause when she appears on the platform as many singers do when they leave it. A first half of Italian old masters and Mozart songs led up to his "Parto, parto" from *La clemenza di Tito*. The second half, all Rossini, ended with the rondo-finale from *La cenerentola*. Both big pieces were sung with style, intelligence and the right weight of tone for the size of the house. The Italian songs included some Paisiello, a composer for whom Bartoli evidently has a penchant. More, please. Rossini brought five

different settings of some favourite lines by Metastasio, characterised with dazzling clarity, also French songs in which, flashing eyes and pouring lips notwithstanding, the words did not tell. Since they are miniature narratives, this mattered. György Fischer accompanied.

I was glad to catch the revival of Robert Wilson's 1981 *Lohengrin* with his own Japanese-style abstract sets and stately, hieratic movements. The treatment suits Wagner's phrase-lengths, slow tempi and extended time-scale surprisingly well. Anja Silja's baleful, statuesque Ortrud, complete mistress of the physical style, unobtrusively but firmly dominates the stage. Her cry in the second act to her heathen gods, filled with rage, envy, deep sadness and stifled guilt, was unforgettable. She had strong support from the from the wily, tensely-projected Telramund of Rolf Häussler. Greta Winberg was a better-than-average Lohengrin, Gabrielle Lechner an acceptable Elsa. A bald patch somewhere in the middle register conveyed the girl's hesitations and anxieties rather well. Roland Hermann was a first-rate Herald.

The conductor Ralf Weikert allowed the brass to play with a blattfully justifying the rude things said about Wagner's loudness in the early days. No such fault in Carlo Francini's polished, finely-controlled account of *Macbeth* - and loud brass can be more conspicuous in Verdi than anywhere. This was a revival of the 1985 staging by Grigori Assanov. For my part, I welcomed the London innovation at the civilised hour of 8pm, which overcomes one of the nagging problems of theatre-going: whether to eat before, afterwards or not at all. For most theatregoers 8pm is possible only at weekends, and dinner comes after.

The guinea pig was *Vita and Virginia* at the Ambassadors. The two Vs are Vita-Sackville West and Virginia Woolf. How you take to them depends on whether you want to hear any more, and indeed old lines rehearsed, about the Bloomsbury Set. They sound remarkably precious and insular. Vita's comments on her travels abroad, as the wife of the diplomatist Harold Nicolson, are now distinctly embarrassing, especially on America. And it is no longer remotely shocking that two women should have had an affair. This must be one of the best-known liaisons of the 20th century.

Theatre
Vita and Virginia

A little bit of history has been made in London's West End Theatre with the first Sunday opening, although some of the national newspaper critics chose to boycott it, not because they are against Sunday theatre in principle but because it seems that they prefer not to work on Sundays. There is no suggestion, as yet, that Sunday openings will become a way of life. Sunday performances, however, should add to the audience. There is after all Sunday cinema, Sunday sport, Sunday shopping and Sunday practically everything else. There is a more genuine dilemma for the actors who cannot be expected to work a seven-day week. The answer may be to knock off on Mondays, as happens in much of Europe. In New York Sunday openings are frequent.

For my part, I welcomed the London innovation at the civilised hour of 8pm, which overcomes one of the nagging problems of theatre-going: whether to eat before, afterwards or not at all. For most theatregoers 8pm is possible only at weekends, and dinner comes after.

The guinea pig was *Vita and Virginia* at the Ambassadors. The two Vs are Vita-Sackville West and Virginia Woolf. How you take to them depends on whether you want to hear any more, and indeed old lines rehearsed, about the Bloomsbury Set. They sound remarkably precious and insular. Vita's comments on her travels abroad, as the wife of the diplomatist Harold Nicolson, are now distinctly embarrassing, especially on America. And it is no longer remotely shocking that two women should have had an affair. This must be one of the best-known liaisons of the 20th century.



Penelope Wilton and Eileen Atkins as Vita and Virginia

Nevertheless, the piece is very well done. It is written by Eileen Atkins and drawn from the published letters. Ms Atkins also plays Virginia; Penelope Wilton is Vita. Here is a marvellous combination of actresses. Watch their eyes where most of the movement takes place. Listen to the nuances of love and sexual jealousy in their lines. Ms Atkins is moody, intellectual and introverted. Ms Wilton is elegant, less clever but more passionate. They have a very articulate script to work on: Bloomsbury may split hairs, but never infinitives. It is a good story, but whether it is much of a play I have some doubts.

Vita and Virginia is very repetitive and would be better performed without an interval. Ms Wilton winks, fluffing the odd line, towards the end. Ms Atkins is in some danger of becoming type cast as an ageing, harrowed woman. Someone should give her a really funny part. Patrick Garland directs the piece, as he did last year at the Chichester Festival. What one would like to see is the two stars playing together in a more contemporary script.

Malcolm Rutherford

Ambassadors Theatre, (071) 836 8111

INTERNATIONAL
ARTS
GUIDE

AMSTERDAM

Concertgebouw Tonight and tomorrow: Serge Baudo conducts Netherlands Philharmonic Orchestra and Chorus in works by Saint-Saëns and Ravel, with piano soloist Pascal Rogé. Tonight (Kleine Zaal): Taber Zimmermann viola recital. Wed, Sat, Sun (Kleine Zaal): Borodin Quartet. Thurs, Fri: Riccardo Chailly conducts Royal Concertgebouw Orchestra in Ketting, Stravinsky and Tchaikovsky, with violin soloist Isabelle van Keulen. Sat afternoon: Edo de Waart conducts Radio Philharmonic Orchestra in Schoenberg, Berg and Mahler. Sun: Pincus Zukerman violin recital. Next Mon: Petr Sivor conducts Pardubice Chamber Orchestra in Schubert, Clara Schumann and Dvorak. Mon (Kleine Zaal): Derek Lee Ragin and Ensemble Florilegium in baroque cantatas and arias (24-hour information service 020-675 4411 ticket reservations 020-671 8345) Muziektheater Tonight, Fri, next Mon (also Oct 21, 24, 27): Hartmut Haenchen conducts Peter te Nuy's

Netherlands Opera production of Orfeo ed Euridice, with Brian Asawa, Christiane Oelze and Samuel Burkley. Tomorrow, Thurs, Sat, Sun afternoon (in repertoire till Oct 31): Dutch National Ballet in William Forsythe's *Artfact* (020-625 6455)

BRUSSELS

Howard Shelley is piano soloist with the Belgian National Orchestra in a Mozart and Schoenberg programme tonight at the Conservatoire. Elisabeth Leonskaya gives a piano recital on Thurs at Studio 4, followed by New London Consort on Sat at Hôtel de Ville. Concerto Palatino gives a concert of renaissance music on Sun at Eglise des Minimes. Pincus Zukerman gives a recital on Oct 20. Pierre Boulez conducts Orchestra de Paris on Oct 22 (02-507 8200). The next opera production at the Monnaie is Carmen, opening on Oct 20 with Graciela Araya in the title role (02-219 6341)

ANTWERP

Antwerp 93 This week's programme includes a concert tonight at deSingel by New Belgian Chamber Orchestra, featuring works by Takemitsu, Schoenberg and Varese; a programme of renaissance church music tomorrow at St Augustinus Church; a Deutsche Kammerphilharmonie programme of Schumann, Veress and Bartok at deSingel on Sat conducted by Heinz Holliger, with violin soloist Thomas Zehetmair; and a recital of violin sonatas by Pincus Zukerman next Mon.

A Slovenian dance production entitled Noordung can be seen daily from tomorrow till Sun at deSingel (Antwerp 93 information from Grote Markt 29, B-2000 Antwerp, tel 03-226 9300. Tickets from Tele Ticket Service tel 070-233233 or in person at Fnac, Groenplaats, Antwerp. The box office number at deSingel is 03-248 3800)

Flanders Opera The first production of the season is *Otello*, conducted by Stefan Soltesz and staged by Gilbert Deito, with a cast led by Comella Murgu, Knut Svan and Elena Filipova. Performances are tonight, Fri, Sun afternoon, next Wed and Sat (03-233 6685)

CHICAGO

CHICAGO SYMPHONY This week's Concerts at Orchestra Hall, conducted by Neeme Järvi, tomorrow, Thurs and Sat evenings, and Fri and Sun afternoons, with music by Tormis, Nielsen and Dvorak. Oct 22: Claudio Abbado conducts Berlin Philharmonic Orchestra. Oct 24: St Petersburg Philharmonic. Oct 31: Leipzig Gewandhaus Orchestra (312-435 6666)

CHICAGO LYRIC OPERA This month's repertoire at Civic Opera House is Massenet's *Don Quichotte*, Carlisle Floyd's *Susannah and Tosca*.

The Massenet, with Samuel Ramey and Susanne Mentzer, is conducted by John Nelson and can be seen on Friday, next Monday and next Friday. The Floyd, with Ramey and Renée Fleming, can be seen tomorrow and on Saturday. Tosca opens on

Oct 23, with Maria Ewing (312-332 2244)

VIENNA

Staatsoper Riccardo Muti conducts the first of three performances of *La nozze di Figaro* on Sun, with a cast including Cecilia Gasdia, William Shimell and Bryn Terfel (repeated Oct 19, 21). Felicity Lott sings the title role in *Arabella* tomorrow, and there is a performance of *Die Zauberflöte* on Sat. Cheryl Studer, Agnes Baltsa and Sergei Leiferkus head the cast in a new production of *Il trovatore* opening on Oct 22, conducted by Zubin Mehta (51444 2955) Musikverein Tonight's concert features the Kiev Symphony Orchestra in works by Cui, Rimsky-Korsakov and other members of Balakirev's circle. Pincus Zukerman conducts Austrian Radio Symphony Orchestra on Fri and Sat in works by Khachaturian, Kabalevsky and Rimsky-Korsakov, with violin soloist Yevgeny Bushkov. Sun: Alain Lombard conducts Orchestre National Bordeaux Aquitaine, with piano soloist Bruno Leonardo Gelber. Next Mon: Grigori Sokolov piano recital (505 8190) Konzerthaus Jukka-Pekka Saraste conducts Finnish Radio Symphony Orchestra on Sat and Sun in two programmes including works by Sibelius, Bartok and Stravinsky, with soloists Olli Mustonen and Christian Tetzlaff (712 1211)

ZURICH

Opernhaus Tonight and Sat: Eliahu Inbal conducts Nikolaus Lehnhoff's production of *Der Prinz von*

Homburg, with Thomas Hampson. Tomorrow: Bernd Bienen's production of *Nutcracker*. Thurs: Il barbiere di Siviglia, with Hampson. Sun: Don Carlo with Daniela Dessi, Wolfgang Brendel and Simon Estes. Oct 23: first night of Jonathan Miller's new production of *Faust* (01-282 0909)

Tonhalle Tomorrow: Niklaus Wyss conducts Tonhalle Orchestra in works by Liszt, Chopin and Prokofiev, with piano soloist Vardan Manikyan. Thurs: Edmond de Stoutz conducts Zurich Chamber Orchestra in Gluck, Mozart, Turina and Milhaud, with violin soloist Leticia Honda-Rosenberg (01-261 1000) Schauspielhaus This month's repertoire is dominated by the German-language premiere of *Arcadia*, Tom Stoppard's new multi-layered comedy, directed by Peter Wood and designed by Carl Toms. This week's performances are tonight, Thurs, Fri and Sat, also daily from Mon to Thurs next week (01-221 2283)

GENEVA

Ballet du Grand Théâtre gives a programme of choreographies by Neumeier, Ek and Kylian, daily except Sun till next Tues (022-311 2311). Shura Cherkassky gives a piano recital tomorrow at Victoria Hall (310 9193)

WASHINGTON

MUSIC ● Christopher Seaman conducts Baltimore Symphony Orchestra in a Viennese programme at Baltimore's Joseph Meyerhoff

Symphony Hall on Fri and Sat evenings, and Sun afternoon (410-783 8000)

● Jazz pianist George Shearing and vocalist Joe Williams give a concert at the Kennedy Center on Wed (202-467 4600) ● Ramsey Lewis and John Pizzarelli and GMM Jazz Ensemble, Fri at Center for the Arts, George Mason University (703-993 8888) ● Bears of Wolf Trap has Pete Kennedy and Maura Boudreau (guitar/vocals) on Thurs, blues and soul band The Holmes Brothers on Fri, pianist and humorist John Eaton on Sat and virtuoso pianists James Tocco and Malines Paris on Sun (703-218 6500)

THEATRE

● The Triumph of Love: Marivaux's 18th century romantic comedy, translated by James Magruder. Till Nov 7 (Center Stage 410-332 0033) ● In Trousers: the William Finn musical comedy that started the Faisettes trilogy. Till Oct 19 (Source Theater Off Hours 202-232 8012) ● Beau Jest: James Sherman's romantic comedy. Till Oct 24 (Ford's Theater 202-347 4833) ● Two Rooms: Lee Blessing's love story set in the Middle East during the hostage takings of the 1980s. Till Oct 24 (Round House Theater 301-933 9530) ● Richard II: Richard Thomas as the vulnerable king in Shakespeare's historical drama. Till Oct 31 (Shakespeare Theater 202-393 2700) ● Twelfth Night: Shakespeare's romantic comedy directed by Douglas Wager. Till Oct 31 (Fichandler Theater at Arena Stage 202-488 4377)

ARTS GUIDE

Monday: Berlin, New York and Paris. Tuesday: Austria, Belgium, Netherlands, Switzerland, Chicago, Washington. Wednesday: France, Germany, Scandinavia. Thursday: Italy, Spain, Athens, London, Prague. Friday: Exhibitions Guide.

European Cable and Satellite Business TV

(All times are Central European Time)
MONDAY TO THURSDAY Super Channel: European Business Today 0730; 2230 Monday Super Channel: West of Moscow 1230. Super Channel: Financial Times Reports 0630 Wednesday Super Channel: Financial Times Reports 2130 Thursday Sky News: Financial Times Reports 2030; 0130 Friday Super Channel: European Business Today 0730; 2230 Sky News: Financial Times Reports 0530 Saturday Super Channel: Financial Times Reports 0930 Sky News: West of Moscow 1130; 2230 Sunday Super Channel: West of Moscow 1830 Super Channel: Financial Times Reports 1900 Sky News: West of Moscow 0230; 0530 Sky News: Financial Times Reports 1330; 2030

In the European privatisation race, Italy is moving like a tortoise, rather than a hare. In neighbouring France, the government has been able to launch the first of its privatisations – the sale of its shareholdings in Banque Nationale de Paris – within four months of the programme being announced. By contrast Italy's programme for the sale of state stakes throughout industry, banking and insurance, promised since July 1992, is only now beginning to be formalised amid a messy controversy over methods of divestiture.

Just when plans are reaching a critical phase, Mr Paolo Savona, the industry minister, has decided to air differences with colleagues in the government of prime minister Mr Carlo Azeglio Ciampi – especially with the man due to carry out the largest asset sale, Prof Romano Prodi, the head of IRI, the state-holding company.

Differences at the weekend over the way the programme is proceeding obliged Mr Ciampi, the prime minister to take sides. Faced with Prof Prodi's threat of resignation, he chose to slap down Mr Savona who, in turn, promptly resigned. Even if Mr Savona reconsiders, as requested, the incident is an embarrassment for Mr Ciampi.

The timing could not be more unfortunate. Details of the sale of two of IRI's large bank holdings – in Credito Italiano and Banca Commerciale Italiana (BCI) – are about to be released. The two banks are pillars of the Italian banking system and the manner in which the disposals are handled will be a test of whether the Italian government has the will to push through a privatisation operation comparable to that of France, UK and Spain.

Superficially the privatisation dispute centres on the means rather than the ends. On the one side is Prof Prodi, backed by the prime minister, who favours a British-style approach – divestiture through a public share offering to encourage wider ownership and ensure a genuine shift of ownership to private sectors via a quoted company. The Italians call it "the public company" route.

On the other side, championed at the weekend by Mr Savona, is the "French solution". This envisages the creation of a core of shareholders clearly responsible for both management and corporate strategy, but which does not exclude the small shareholder. But reducing the argument to a straight-forward clash of

Easier said than done

Robert Graham on Italy's privatisation problems



Split: ex-industry minister Paolo Savona and IRI's Romano Prodi

tactics is misleading. Mr Ciampi yesterday insisted his government would approach privatisation on a pragmatic case-by-case basis. He pointed out that Credito, in which IRI holds 67 per cent, was being floated because this was the most suitable means of disposal, while Nuovo Pignone, the gas turbines subsidiary of ENI, the state oil concern, would be sold off by private tender. A decision on the latter could be announced this week.

The Credito and Nuovo Pignone privatisations were announced by the government of Mr Giuliano Amato in September 1992 at the height of the currency crisis, to demonstrate Italy's commitment to liberalising the economy. In the case of Credito, Merrill Lynch was hired last October to find a large domestic institution or a foreign buyer to absorb part or all of IRI's holding. None could be tempted to make the right kind of offer.

That forced a change of tactics by Prof Prodi last month when he opted for a public share offering, a policy backed by the government. Details are expected this week and yesterday the board met to approve a change in the bank's statutes. Thus privatisation policy, to

four-party coalition.

But last week Prof Prodi talked of flotation through a public company as "a once-and-for-all opportunity to encourage economic pluralism" in a economy dominated by four or five big groups in the state and private sector.

In response, Mr Giorgio La Malfa, a former leader of the Republican Party, said: "Behind all the talk of privatisation, over which Prof Prodi is the undisputed master, lies a clear desire by the left wing of the Christian Democrat Party to maintain control over the public companies."

Mr La Malfa maintains a public share offering would probably leave unclear who will actually manage the company. This, he argues, will make it all too easy for the old politically-appointed managers to retain control. In the case of the banking system, such control would give the Christian Democrats a powerful instrument to help their revival.

Prof Prodi considers himself a technocrat but has also been close to some Christian Democrats. Before the Ciampi government was formed in May, he was the Christian Democrat's choice for the premiership. Now at IRI, he has considerable powers of patronage and it is no secret that Mr Gianni Locatelli, the new head of the Rai state broadcasting corporation, was his choice.

The manoeuvrings are not one-sided and many would see the anti-Prodi campaign as backing the ambitions of Mediobanca, the Milan merchant bank, which is believed to want control of BCI. Observers say Mediobanca has nursed ambitions of creating a northern Italian financial powerhouse combining its own talents with those of BCI. Equally, the impending privatisation of BCI and Credito casts a doubt over Mediobanca's future.

Until now, Mediobanca's independence has been assured through a shareholding arrangement controlled by Credito, BCI and Banca di Roma – all IRI-run financial institutions. Privatisation of BCI and Credito could upset this.

The differences are not irreconcilable. The present squabble is a jockeying for position to ensure that there are gains for all those who would benefit from state sell-offs. However, this does not encourage transparency; nor does political wrangling encourage investors to move away from their safe holdings in Treasury bills to the stockmarket and riskier privatisation issues.

Joe Rogaly

The patter of tiny ideas



The hot-air balloon launched by the Tories last week at Blackpool was to be a modest one. Little difference would be made to the lives of most people in the United Kingdom. The Tories would merely have cemented their core vote by inflicting unhappiness on a few miscreants or unfortunate, some of whom may deserve such a fate, and many who would not. Meanwhile attention would be diverted from the real problems of fostering employment, stimulating a competitive economy, and trying to avoid the destruction of the upper atmosphere.

For example, the secretary for social security, Mr Peter Lilley, blasted out in pure talk-show style that "it made my blood boil" this summer to read of foreign drug addicts feeding their habit by milking our benefits. This sounded like the prelude to something big. Mr Lilley's actual rule-change, however, was to cut 10,000 from the list of 10,000 foreign visitors, a small unknown proportion of whom are drug addicts. There are some 8m British recipients of income support. The cash saving is put at £17m a year. Another rule-change, on housing benefit, is expected to save £50m; a delay to benefits applications by EC nationals will save an unspecified further amount. Set against a social security budget of £70bn these are marginal sums. They may help but the facts do not justify their use as a smokescreen for the government's failure to resolve larger issues, such as the future of indigenous social support.

Next, law and order. "I am going to take action. Tough action," boasted Mr Howard. It is hard to name one of the home secretary's 27 announcements that will reduce the number of crimes committed. He himself would demur if asked to estimate the likely effect of his package on the spectacular rise in indictable offences. Punishing criminals, which is the essence of his approach, is a tiny niche in the crime control market. The official British crime survey suggests that close to 10m misdemeanours were committed in 1991. Half were reported to the police, who recorded 50 per cent of those reported. In England and Wales the police found some evidence against the perpetrators of fewer than a third of the crimes they recorded. The number of offenders "dealt with" – formally cautioned, fined or imprisoned – constituted a tiny fraction, about a sixtieth, of the number of offences.

The Home Office expects the prison population to grow from around 47,000 now to some 60,000 at the turn of the century. Mr Howard should set the latter figure against 10m crimes and rising. Perhaps he will then stop pretending that the success of his policies will be determined by the growth in the number of persons incarcerated. Mr Tony Blair, Labour's shadow home secretary, has the superior slogan: "Tough on crime, and tough on the causes of crime." The Tory right will admit of no social cause of wrongdoing beyond the absence of fathers.

Mr Howard delivered a second, less rabble-raising, speech in Blackpool. He argued, more closely than he might have done in the confer-

ence hall, for the superiority of the two-parent family. "Does anyone seriously believe that a bit more cash – even if we could afford it – could even remotely make up for no father?" he asked. Every minister had his bit to do to reinforce a sense of responsibility in individuals. Along came the usually thoughtful minister of housing, Sir George Young, to ask: "How do we explain to the young couple... who want to wait for a home before they start a family... that they cannot be rehoused ahead of the unmarried teenager expecting her first, probably unplanned child?"

Perhaps by acknowledging, first, that whatever the young mother's motives, the child now exists and needs housing, and second, that the problem, though real, has been greatly exaggerated. The Institute of Housing, which represents managers of local authority and housing association properties, published survey results last week which indicated that only two out of 30 housing authorities questioned reported a high incidence of homeless teenage mothers. You can tell if anyone speaking about family policy is serious by noting whether cash is taken to separate the divorced, formerly-partnered and widowed majority of one-parent households from those in which there never has been a stable relationship. Even then, ask how many teenage mothers stay home with their parents.

In short, these matters, important in themselves, are not significant aspects of a national policy. Exciting, given of ignorant pensioners in a Blackpool hall is no substitute for a programme of government action. Conservatives will continue to dodge the really important questions until they enjoy a spell of opposition.

The Tory right will admit of no social cause of wrongdoing beyond the absence of fathers

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL

Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

Significant trade source

From Mr Ben Coleman.

Sir, Andrew Stone (Letters, October 7) is right to claim that British trade with Israel is significant. A survey we have just published of small and medium-sized exporters in south-east England reveals that almost a third as many trade with Israel (3.4 per cent) as with the rest of the Middle East (9.2 per cent). Furthermore, almost as many have plans for Israel (4.4 per cent) as for the rest of the Middle East (5.3 per cent). As the survey was undertaken before the recent peace agreement, this figure is likely to prove even higher in reality. Ben Coleman, European business unit, Stoy Hayward Consulting, 3 Baker Street, London W1M 1DA

Control tests

From Mr James Poole.

Sir, There is one overriding reason to support an auditors' review of internal controls in company reporting (Letters October 8). Computerised accounting and management information systems have transferred more control of financial reporting back to companies, and the consequent auditors in recent years have revealed, auditors have to rely on these internal systems. Imposing some formal standards for companies to test these assumptions is clearly essential if the circle of assurance for investors and others is to be closed. What still needs to be tested is whether the proposed standard is adequate for this task. James Poole, 18 Canonbury Park South, London N1 2AJ

Customers' needs priority in telephone banking

From Mr Graham Gould.

Sir, Unusually, Lex has missed the point in the column about telephone banking (October 4). Lex raised the issue of whether "the efficiency advantage of a low-cost transaction service outweighs the cost of foregoing some of the profits from cheque retail deposits". To be successful in telephone banking – or the provision of any other financial service by telephone – the operation has to be built around the customers' needs, not the short-term operating needs of the bank. It is a strategic not a tactical investment. By building the service around what customers want – such as long hours, responsive service, simple products – a different type of banking will be created. This will be profitable

The hardest part of managing funds

From Mr Joseph Rosen.

Sir, I must take issue with Mr Alan Greenhorn's somewhat odd and perhaps disingenuous statement in your Risk and Reward column of October 4 ("Setback for active quantitative fund management sector") that "performance measurement is the most difficult aspect of fund management". It is not generating performance the most difficult – not to mention important – aspect of fund management? The mutual funds industry (unit trusts in your parlance) learnt long ago how to measure quite accurately its performance, even with the complications due to large daily

cash flows in and out from many thousands, if not millions, of customers. One million that Mr Greenhorn in fact is confusing performance measurement with performance attribution and benchmarking.

On this we do agree that "new forms of measurement are needed" when it comes to relative, as opposed to absolute, performance, particularly for non-traditional types of funds. Joseph Rosen, managing director, Enterprise Technology Corporation, 305 Madison Avenue, New York, NY 10165, US

Hollinger sale of Trinity

From J A Boulton.

Sir, In your article of September 15 ("Company News") concerning Trinity International Holdings, you refer to Mr Conrad Black as a "disgruntled shareholder" and imply that the Trinity shares held originally by Hollinger Inc and later The Telegraph plc were sold because Trinity "reduced Mr Black's ownership stake in the company". Hollinger Inc originally purchased shares in Trinity International with the intention of eventually deciding whether or not to attempt to take control. Notwithstanding the limited voting status of the shares, Hollinger always believed that control could be achieved by virtue of the fact that the limited voting shares did have the right to vote on any motion to sell off the assets of Trinity or to wind up the company. A significant shareholder, such

as Hollinger was, could have called a shareholder meeting and put such matters to a vote.

We sold the interest in Trinity because the share price had risen and we believed that any bid to acquire majority ownership would be overly expensive and also because of the purchase of an interest in Southern Inc. In addition to the sale of the Trinity interest generating funding for the Southern interest, the concentration of ownership of newspapers in British Columbia among Hollinger Inc, Southern Inc and Trinity International would likely have posed problems for the Hollinger Group under the Canadian Competition Act. J A Boulton, vice president, finance and treasury, Hollinger Inc, 10 Toronto Street, Toronto, Canada M5C 2B7

Pattern of business failures

From Mr Gordon Harrow.

Sir, Your report "Receiverships at lowest level for four years" (October 8) draws some misleading conclusions from the latest figures on receivership levels.

In my experience with small businesses particularly, there is no conscious reluctance to expand as we emerge from recession, but rather a suspicion that the recovery might not be sustained.

Once this suspicion is dispelled, there is the danger that the "normal" situation will prevail and business failures increase.

It is the responsibility of business advisers to ensure that their clients follow a sensible policy, something which was lacking in past economic recoveries.

The "rescue" facilities within the British insolvency system have been with us throughout the recession. It is only recently that preferential and many secured creditors have come to realise that they stand to lose less by supporting voluntary arrangements than forcing a company out of business. Greater publicity of late has created more awareness of this facility with both creditors and debtors. The length and severity of the recession has resulted in the closure this year of those companies which were either poorly managed, badly advised or most exposed to a reduction in business. A drop in failure levels at some stage is inevitable – there are not so many left.

Gordon Harrow, 1 Palmcourt Close, Camberley, Surrey GU15 1BA

Sell direct

From Mr A R Russell.

Sir, Your article on the coffee bean surplus ("Fight over a hill of beans", October 1) highlighted a serious problem for coffee exporting countries. The article on the consumers' switch to private label brands ("A rose by any other name", October 8) may offer a partial solution. Part of the growers' complaint is that, in spite of a surplus of coffee beans, the price to the end consumer does not reflect the true cost of the raw material.

Growers should take advantage of consumers dropping their brand loyalties and start processing their own products and selling direct to supermarkets in consuming countries. A R Russell, 17 Norfolk Park Cottages, Maidenhead, Berkshire

A NEW NEWSLETTER FROM THE FINANCIAL TIMES

European Savings Markets

THE TWICE-MONTHLY INTELLIGENCE SOURCE ON THE INCREASINGLY COMPETITIVE MARKET FOR EUROPE'S HOUSEHOLD SAVINGS



European Savings Markets (ESM) has been launched to provide industry decision-makers with the information they need to take full advantage of opportunities in the increasingly competitive European market.

Each issue keeps subscribers fully informed about developments in all the markets for personal savings, and uncovers the strategic questions they need answered in order to plan for the future and stay ahead of the competition.

What can you learn from a German life insurer's distribution strategy? In what ways do Italians raise housing finance and how can you target them? How are British investment trusts faring in their efforts to attract private investors?

Available only on subscription, ESM provides a comprehensive insight into the products and companies in the market. It breaks down the information barriers that have obstructed understanding of the differing markets for savings in Europe. Regularly, every two weeks, ESM supplies expert insight and analysis.

For a FREE sample copy of ESM and subscription details, please clip your business card to this advertisement, or complete the reply slip, and return to: Roland Earl, FT Newsletters, 126 Jermyn Street, London SW1Y 4UJ. Fax: +44 (0) 71-411 4415. Tel: +44 (0) 71-411 4414.

YES I wish to receive a free sample copy of ESM and information about a subscription.

Please send a copy to:

Name _____ Position _____

Company _____

Address _____

Post Code _____ Country _____

Tel _____ Fax _____

Registered Office: FT Business Enterprises Ltd, Number One Southwark Bridge, London SE1 9HL, England.

Registered Number: 960996. VAT Registration No: GB 276 5371 21

510085

FINANCIAL TIMES

Number One Southwark Bridge, London SE1 9HL
Tel: 071-873 3000 Telex: 922186 Fax: 071-407 5700

Tuesday October 12 1993

A questionable comeback

BLESSED BY 47 per cent of the vote in Sunday's Greek elections, Mr. Andreas Papandreu has achieved one of the most spectacular comebacks in postwar European politics. Unless he shows more wisdom than during his prime ministerial term in 1981-89, his return could prove uncomfortable, costly and divisive - for Greece and its Community partners.

What counts most against the 74-year-old leader of the Panhellenic Socialist Movement is not age and poor health. Konrad Adenauer was only a year younger when he became West German chancellor in 1949, and Ronald Reagan was four years older when he left office in 1989. The chief reason for scepticism about Greece's prime minister-elect lies in his 1980s track record of economic mismanagement. Mr. Papandreu's policies were the main reason why - in contrast to Spanish and Portuguese experience - Greece during the 1980s suffered a fall in prosperity compared with the EC average. Mr. Papandreu has toned down his left-wing radicalism. Yet it is not clear that he has drawn the necessary lessons from his previous period in power.

Mr. Papandreu has profited from the unpopularity of austerity measures taken by his successor, Mr. Constantinos Mitsotakis, to correct his own legacy of high public sector debts and deficits. But during the election campaign he showered voters with self-congratulatory pledges to avoid new taxes while promising full employment and low inflation. At the same time, he ducked the urgent question of how to modernise Greece's uncompetitive industry and inefficient public administration.

Now that he has won, Mr. Papandreu will have to set priorities. The most urgent is to fill holes in the budget caused by recession,

Chunnel lessons

WHEN THE Channel tunnel officially opens next May, the project will be nearly a year late and its cost of \$2.8bn almost double the original estimate. The construction has been dogged by disputes between Eurotunnel, the operator, and TML, the contractor. Eurotunnel shareholders will also have been asked twice to stump up extra cash. The impression of financial disorder in what was billed as a flagship of free enterprise is such that some observers are asking whether it would not have been better to leave the project to the public sector.

Such a conclusion would be wrong. First, it is not clear that Eurotunnel has been such a bad investment. Much will depend on how much traffic it carries, but the initial shareholders show a modest if unexciting gain on their investment at yesterday's closing price of 488p. Second, it is almost certain that the public sector would have done worse in keeping costs under control. It is hard to believe that Department of Transport civil servants would have harried the contractors with the same vigour as Sir Alastair Morton, Eurotunnel's abrasive chief executive.

However, lessons can be learnt from the Eurotunnel experience. Doing so is also necessary, given the UK government's intention of attracting private finance for a

Inglorious exit

PRESIDENT CLINTON may think he has found a face-saving way to extricate US forces from Somalia by launching a diplomatic initiative, while at the same time setting a March deadline for a US troop withdrawal. But he is deluding himself if he believes he is also saving Somalia. In setting a withdrawal deadline, Mr. Clinton is responding to domestic pressures, but the policy may contain the seeds of its own failure. The warlords at the heart of the conflict are unlikely to take part in good faith if the most powerful sanction enforcing their good behaviour is of such short duration. In the unlikely event that an agreement does emerge, UN troops will be unable to enforce it without a powerful US component.

The difficulties besetting the UN operation in Somalia result from the confused objectives of its participants. When President George Bush sent US troops there last December, the full implications of what was intended as a humanitarian mission were not taken into account. UN forces have been successful in feeding hungry Somalis and in restoring stability in many parts of the country. But Somalia remains deeply divided along regional and clan lines, and still needs international help to ensure its shattered society does not sink back into civil conflict. That necessitates a political negotiating framework with military support

Nourishment for an infant industry

Medics increasingly see value in nutritional supplements - unlike many big drugs companies, says Clive Cookson

nutritional supplements are fast becoming a fad in orthodox medical circles. Doctors who 10 years ago would have been scornful of healthy adults taking vitamin pills, evening primrose or fish oil are today recommending them enthusiastically to protect against cancer, heart disease and other common ailments.

A steady stream of clinical trials is showing that food supplements can bring health benefits to a wide range of people - and not just to patients suffering from rare nutritional deficits. During the 1980s, evidence accumulated that regular consumption of fish oil reduced heart attacks and that evening primrose oil could treat a variety of disorders from pre-menstrual pain to eczema.

The spotlight in the 1990s has fallen on the so-called "anti-oxidant" supplements such as vitamins C and E, which suppress natural chemical reactions that damage cells in the body.

"Over the past three years there has been a tremendous shift in knowledge and opinion about antioxidants," says Professor Anthony Diplock, head of biochemistry at Guy's Hospital, London. "There's now a quite massive body of evidence, largely epidemiological, that these nutrients can reduce the incidence of cardiovascular disease, some forms of cancer and also cataracts."

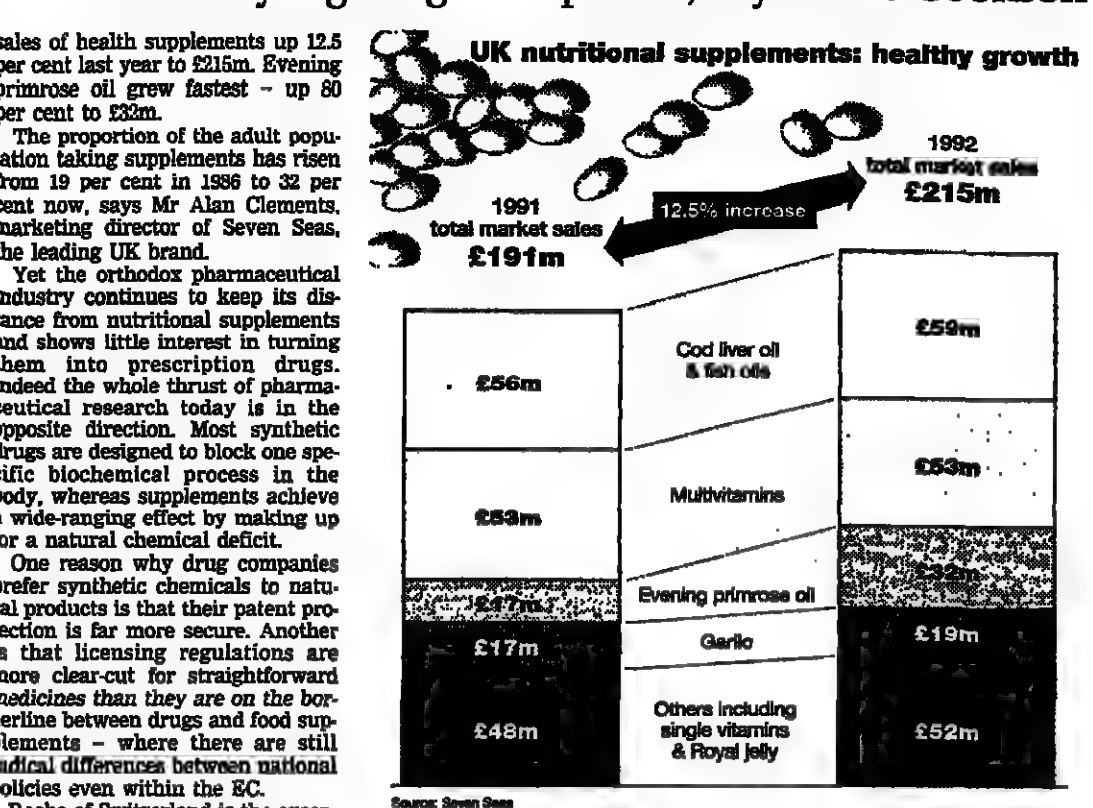
Hundreds of studies over the past decade have shown a strong link between diet and disease - for example, that eating plenty of fruit and vegetables helps to prevent cancer and that consumption of fish reduces heart disease. What is less convincing evidence that nutritional supplements, in the form of pills and capsules, can reinforce the beneficial effect of a healthy diet.

This summer the Harvard School of Public Health published an epidemiological study of 120,000 nurses and doctors which showed that taking additional vitamin E for at least two years cut the risk of heart disease by about 40 per cent. And last month a US-Chinese study of 30,000 people in rural China found a 13 per cent reduction in cancer deaths among those who took anti-oxidant supplements over five years.

Such evidence is likely to fuel the growth of the nutritional supplement market, which is already worth about \$5bn worldwide and expanding by 10 per cent a year. (Good international estimates are hard to come by - partly because the boundaries between nutritional supplements and foods on the one hand and medicines on the other vary around the world.)

Statistics for the UK, based on figures from manufacturers and market research companies, show

UK nutritional supplements: healthy growth



sales of health supplements up 12.5 per cent last year to £215m. Evening primrose oil grew fastest - up 80 per cent to £32m.

The proportion of the adult population taking supplements has risen from 19 per cent in 1988 to 32 per cent now, says Mr. Alan Clements, marketing director of Seven Seas, the leading UK brand.

Yet the orthodox pharmaceutical industry continues to keep its distance from nutritional supplements and shows little interest in turning them into prescription drugs. Indeed the whole thrust of pharmaceutical research today is in the opposite direction. Most synthetic drugs are designed to block one specific biochemical process in the body, whereas supplements achieve a wide-ranging effect by making up for a natural chemical deficit.

One reason why drug companies prefer synthetic chemicals to natural products is that their patent protection is far more secure. Another is that licensing regulations are more clear-cut for straightforward medicines than they are for the borderline between drugs and food supplements - where there are still radical differences between national policies even within the EC.

Roche of Switzerland is the exception among the pharmaceutical giants. It manufactures vitamins in bulk for other companies and also sells them itself as food supplements and medicine. In 1989 Roche's vitamin sales rose by 13 per cent to £1.6bn. Roche has an active research programme developing powerful new treatments for acne and other skin diseases based on chemical derivatives of vitamin A.

Apart from Roche, the world supplements industry consists mainly of relatively small companies concentrating on national or regional markets. Very few have the financial resources or the management expertise to develop new drugs from their products, although these would give them a substantial new revenue stream from essentially the same ingredients, even with the current pressure on pharmaceutical prices. Drugs have larger profit margins than food supplements.

A striking exception here is Scotia, an emerging pharmaceutical

UK, compared with £20m a year for the company's fish oil supplements. But Seven Seas, unlike Scotia, does not want to change from being primarily a supplements manufacturer to a drug company, says Mr. Clements. "Scotia is an R&D-based company, while we're really a marketing company that is more suited to the consumer marketplace."

Compared with synthetic chemicals, medicines based on nutritional supplements tend to be slow and gentle in their effects. That can make it hard to satisfy regulatory authorities of their effectiveness in small-scale clinical trials.

Scotia, for example, put in a licensing application for Efabetec, its proposed treatment for nerve damage caused by diabetes, on the basis of a trial with 111 patients. It led to a statistically significant improvement, but the UK Medicines Control Agency told the company that "convincing efficacy had still not been demonstrated on a sufficiently large number of patients". Scotia is now sponsoring further clinical trials and hopes to submit a new application late next year with data from 400 patients.

The barrier is just as high in the US. One company trying to overcome it is La Haye Laboratories of Redmond, Washington - founded in 1986 with a somewhat similar strategy to Scotia in the UK. It sells Icaps Plus, a mixture of anti-oxidant vitamins and minerals, as a nutritional supplement, and has a similar but more powerful blend in the final phase of clinical trials for treating two eye diseases.

"I believe it will be the first nutritional product approved (as a drug) by the Food and Drug Administration," says Mr. Larry Laks, the company's executive vice-president. La Haye is taking no chances; its clinical trials involve 2,400 patients.

In addition to the epidemiological evidence, scientists are beginning to understand how anti-oxidant work "at the basic molecular level," Prof. Diplock says. In very simple terms, they destroy "free radicals" - reactive molecules which can damage cells and trigger diseases.

And, even if they do you no good, most supplements are unlikely to cause any harm. Prof. Diplock, who has just completed a scientific review of all the safety evidence on vitamin E, found that it had no adverse effects even at doses of 3 grammes a day - 300 times the US recommended daily allowance.

As the chorus of medical voices singing the praises of vitamins and nutritional supplements grows, the industry seems certain to expand rapidly. At the same time, it may attract more attention from other large pharmaceutical companies looking for a source of safe new drugs.

Unified Germany no drag on Europe

The unification of Germany would not have been possible without the help and support of our partners in the west. Our neighbours, too, have felt the effects of unification in various ways, politically as well as economically. Unification initially generated a surge in growth for our EC partners amounting to 1 per cent of their gross national product in 1990-1991.

But since then, the economic consequences of German unification have become, for some, a cause for dissonance. German unity is being blamed for high interest rates and flagging growth in Europe.

Is there any substance to these allegations? One fact is that Germany now has to transfer internally, from west to east, at least 5 per cent of its gross domestic product each year. In spite of savings of DM30bn-DM40bn in the federal budget since 1989, equal to about 1.5 per cent of GDP a year, this has pushed the general government deficit up to 4-4.5 per cent of GDP (using the internationally comparable national accounts definition); the deficit amounts to between 5.5-6 per cent of GDP if one includes Germany's future commitments in assuming the debt of the Treuhandsanstalt and the German railways.

But it is also a fact that countries such as Belgium, the UK, Italy or Sweden have higher public sector deficits without having undergone such an unprecedented task as reunification. There are other countries that have run continuously high deficits for a decade or more, whereas Germany managed to realise a moderate fiscal surplus in 1989, the year of unification.

The decisive fact is that Germany is now putting into effect, through legislation, a consolidation strategy that will bring down fiscal deficits within a clear time-frame. Regional and local governments have now joined the federal government in following this course. Annual expenditure growth is to be held to about 3 per cent up to 1997. This is exactly half of the projected rise in nominal GDP over the same period. Among the leading industrial countries, Germany is making the greatest effort to cut its deficit. According to the International Monetary Fund's most recent estimates, Germany's structural budget position (including the deficits of Treuhandsanstalt and the railways) will improve by about 5 per cent of GDP between 1991 and 1995. No other Group of Seven country is making a comparable consolidation effort in such a short period of time. Of course, as a result of the weak economy, the improvement in the structural budget has been partly offset by a deterioration in the cyclical component of the fiscal balance, but by 1996 we expect an actual aggregate government deficit of 3 per cent of GDP.

And we are not overly optimistic in our assumptions: we have based our medium-term planning on a real average annual growth rate of 3 per cent. Of this, about half a percentage point a year is attributable to the disproportionate rise expected in east Germany. By assuming about 2.5 per cent annual growth for west Germany we are staying on the safe side, in line with most international projections.

We have not been dragging our feet in dealing with our financial problems; indeed, individuals and enterprises in Germany have been called upon to pay additional taxes and other fiscal charges amounting to some 3.5 per cent of GDP annually. This is also evidence of our efforts to avoid shifting the burden on to our neighbours' shoulders, for what we can finance at home from additional revenue will not weigh down international capital markets.

Our strategy is already paying off. We have put the phase of high interest rates in Germany well behind us. Over the past 12 months, money market rates have declined by 3 percentage points. Bond yields have fallen by almost the same amount, and at below 6 per cent are now appreciably below their

Unified Germany no drag on Europe

long-term average of 7 per cent. Germany is not the "lame duck" of the world economy either. Measured over the period 1989-1993, aggregate real growth in Germany at 11 per cent has been more than five-fifths higher than the G7 average. The recession in Germany is so pronounced because the preceding boom was so much more vigorous.

We are also aware of Germany's need for structural improvement. Germany is one of the first industrial countries to have launched a comprehensive government programme, adopted by the cabinet a few weeks ago, that contains a far-reaching assessment of the situation and a broad catalogue of action. Germany is still prepared to work hard and to get to grips with its problems. And we will continue to do this in co-operation with our friends and neighbours in Europe and throughout the world.

Theo Waigel

The author is Germany's minister of finance

Party time for Brunner

Manfred Brunner, former chief de cabinet to Martin Bangemann, the senior German commissioner, had been attending a machine tool trade fair in Frankfurt when his sniping at the process of European unification came to the attention of Helmut Kohl back in Bonn.

"I attacked the Maastricht treaty saying it was against the constitution because it held democracy in contempt," he recalls. "It was told I could not say anything else, or I would lose my job."

So he signed a call for a referendum in Germany, and sent a copy to Bangemann with his letter of resignation.

Today marks the culmination of his campaign, as the constitutional court in Karlsruhe decides on his legal challenges to the treaty. He is certainly out of pocket for his efforts. While the challenge to the court costs nothing, he has had to find some DM100,000 for legal opinions, not to mention the loss of his Brussels job.

As leader of the minority Free Democratic party in Bavaria for several years in the 1980s, Brunner is used to being a loser. But if he does not get his way in court, he will not necessarily give in.

Watch out for a new political party, probably the "D-Mark party", that would campaign in next year's European parliament elections.

Memory lane

France's Madame Thatcher is not to be outdone. Her disastrous 10½ months in office may provide rather less fodder for the historians than Thatcher's 11-year reign, but that has not stopped the publication of a biography of former socialist prime minister Edith Cresson, attempting to explain her downfall in terms of an evil male-inspired conspiracy.

In Edith Cresson, la femme piégée, (the trapped woman), Nouvel Observateur journalist Elisabeth Schemla lays into the likes of Stéphane Collaro from the French version of Spitting Image. In the so-called Bébé Show, Cresson, whose puppet acted a brainless unmarketed tart, was dubbed "as useless as a suitcase without a handle".

Collaro is unrepentant, pointing to the damage she brought upon herself by ill-guarded remarks, such as asserting that a quarter of British men were homosexual. Jacques Julliard, deputy director of the Nouvel Observateur, who called her the *dame de fer blanc* (tin plate lady) says she failed to understand the rules of the game, one of which is that the French want political figures they can

Hand in glove

Kenneth Clarke's pre-Budget insouciance continues to astound. Far from hiding away with a wet towel around his head, Clarke is off tonight to the Mansion House to address a fine, but less than mainstream, gathering, the Worshipful Company of Glovers.

Observer presumes Clarke will speak off the cuff at the annual banquet of the 609-year-old livery company, but he should not omit to congratulate one corner of the rag trade that has handled recession fairly well.

John Wood, a Tory party activist who lives in Clarke's Nottinghamshire constituency, is probably the first "master" to secure a chancellor for the event. But the chairman of Ikeston-based fabric company W. Ball and Son has known Clarke for a good 25 years and says he stands out as

Star stuck

The British, it seems, are even isolated from their continental cousins when it comes to pop culture. Swiss mini-media mogul Jörg Marquard, who yesterday revealed the scale of his holdings for the first time, wants to launch a British version of his wildly successful pop music, film and fashion weekly, Popcorn. But he is nervous because of the

Greek to me

Andreas Papandreu, the newly elected Greek prime minister, has an astrologer among his advisers and his wife Dimitra, a former Olympic Airways stewardess, is a firm believer in the irrational. Could this be why Papandreu failed to produce a cabinet list the day after his Panhellenic Socialist Movement won a resounding victory in Greece's general election?

Issuing the names yesterday would have meant swearing in the new cabinet on a Tuesday - unlucky in Greek eyes, because that was the day Constantine fell to the Turks in 1453. Nor would Wednesday October 13 quite do. With the Socialists in power, decision-making in Greece is obviously slowing still further.

In the pink

With this year's public spending round apparently spilling blood on the Whitehall carpets, it is surely appropriate that the Treasury has changed the cover of its weekly booklet of economic indicators from yellow to a lurid red. The change is "to brighten up" the publication.

INTERNATIONAL COMPANIES AND FINANCE

Small shareholder threat to Volvo-Renault merger

By Hugh Carnegie
in Stockholm

SWEDEN'S small shareholders' association yesterday stepped up its campaign to block a proposed merger between Volvo's car and truck business and France's Renault, claiming it had won the support of an institutional shareholder.

The group, called Aktiespararna, also wrote to Volvo insisting the merger would require a change in the company's articles of association at the November 9 shareholders' meeting on last month's deal, a move that would require two-thirds support instead of the simple majority needed to approve the merger.

Mr Lars-Erik Forsgardh, chief executive of Aktiespararna, refused to identify the institution he said was ready to support the association, or how big a share of votes it held. But he said he had received verbal assurances it would give Aktiespararna its proxy votes and added that he was optimistic of winning over more institutional shareholders. However, the association still appears to have the odds against it.

Volvo is already assured of support from more than 20 per cent of the voting stock. Aktiespararna said yesterday its members probably held a little less than the 7.7 per cent of votes they controlled when a

survey was last conducted three years ago. The largest institutional shareholder, a Swedish state pension fund, holds around 7 per cent.

Volvo will today have a chance to press its case further at an annual meeting at its headquarters in Gothenburg of a dozen of its largest shareholders. Apart from Renault, the biggest single shareholder with 8.2 per cent, they include state pension funds, investment companies, bank pension funds and insurance groups. The company said it did not accept that the Renault merger required a change in its articles, saying the terms of the deal were covered under its existing articles.

Perstorp pays more as profits surge 45%

By Christopher Brown-Humes
in Stockholm

PERSTORP, the Swedish specialty chemicals and plastics group, said yesterday that profits after financial items rose by 45 per cent to SKr330m (\$41m) in the year to August 31, compared to SKr228m.

The result includes devaluation gains of SKr66m, although this was partially offset by SKr40m in restructuring costs. The dividend is being increased to SKr4.80 per share from SKr4.55.

The group said its North American units had a better year, thanks to a stronger US economy, but in Europe it had to continue rationalising as market conditions worsened. All six of the company's divisions achieved higher sales, helping group-wide sales to rise 17 per cent to SKr3.58bn. However, while the company's specialty chemicals, biotech, components, and Chemitec units all improved earnings, there were declines in plastic systems and surface materials. Plastics systems was hit by rationalisation costs, while surface materials suffered from the impact of a weak construction market.

During the year, the group concentrated on strengthening its position in key markets, by acquisitions and by integrating recently-acquired companies in France and Germany. The company had lower financial expenses thanks to the drop in interest rates and currency-hedging measures.

Correction

Aker

THE FT last Saturday incorrectly stated that the Nkr526m (\$74m) profit returned by Aker, the Norwegian cement and offshore technology group, for the first eight months of the year was due to a Nkr702m exceptional gain, most of which came from the sale of its stake in Valenciana, the Spanish cement producer. The sale of this stake in fact took place in the same period last year.

Maculan looks to central Europe

Ian Rodger on the growth hopes of an Austrian construction group

I BELIEVE in central Europe. It will become the most important economic area in the world," forecasts Mr Alexander Maculan, chairman of the Austrian construction company of the same name.

And Maculan, the third largest Austrian construction group, has been acting on its boss's beliefs in a most aggressive way.

Over the past two years, it has bet its future on the eastern German market, investing Schibn (\$88.6m) in buying six construction companies and a gravel quarry in the old GDR from the Treuhandschaft.

The group's German business, 92 per cent of which is in eastern Germany, accounts for over half of its total turnover, and investment analysts regard Maculan as the purest investment play on the area known as Europe's largest construction site.

The big German construction companies, such as Philipp Holzmann and Hochtief, may do more business in eastern Germany than Maculan does, but their revenues from there form a smaller part of their overall business.

Maculan's interim report, published yesterday, indicated that the bet still seems to be going the group's way.

The company reported a 12 per cent rise in operating profits in the first half of 1993 to Schibn, and boosted its forecast of net income for the full year to Schibn from an earlier Schibn.

If the forecast proves correct, it will give Maculan a fourth

in its interim report to shareholders.

Alexander Maculan was an unlikely executive to take such a bold initiative. The son of the group's founder, he took control of the company in 1962 when he was only 21, his father having been killed in a

contract in Russia and a small acquisition in Germany gave him both the confidence and the insight to take advantage of the once-in-a-lifetime opportunities that presented themselves when the Iron Curtain collapsed.

He has financed his bet by taking the company public in 1990 and raising over Schibn in new equity and convertible debt in three operations, reducing his personal stake to 49.7 per cent (88.8 per cent of the votes).

The biggest question mark over any company making such a rapid expansion, especially by acquisition, is management capacity.

Mr Maculan seems unworried, saying that the group tries to keep the managers in the companies it acquires.

"We are a very attractive company for managers. We have a training programme like no other construction company. Last year, we spent DM20m in training," he says.

He also points to his own unusually long training to be a chairman. "I have never been involved in the day to day management. Professional managers can do it better than me. My job is to help our people, to find targets for them, to make acquisitions."

ADVANCE IN INTERIM RESULTS

MACULAN, the Austrian construction group with substantial interests in eastern Europe, has reported a 12 per cent rise in operating profit to Schibn (\$12.5m) in the first half of 1993 and has forecast a 21 per cent surge in net income for the full year to Schibn.

Interim turnover was up 23 per cent to Schibn.6bn and the group's order book stood at a record Schibn.8bn at the end of June, 41 per cent higher than a year earlier.

Maculan, which raised Schibn.5bn through a rights issue in June to help finance acquisitions in eastern Europe, said that first-half growth was mainly due to a 54 per cent increase in turnover in Germany. Excluding the first time contribution of two east German acquisitions, growth in turnover was 16 per cent.

Work on the group's Schibn.5bn contract to build 3,000 flats in Moscow for returning Russian soldiers has been disturbed by the recent political upheaval, but this has not so far resulted in payments, which have been guaranteed by the German government, being delayed.

successive year of double digit profit growth.

The group remains unequivocally bullish. "Eastern Germany looks like remaining the biggest building site in Europe medium-term," Maculan said

small aircraft crash a few years earlier.

Until the 1980s, he was known mainly for his prowess on the golf course, but then he suddenly became interested in building the business both

Storehouse loses finance chief

By Maggie Urry in London

MR GRAHAM RIDER has resigned as finance director of Storehouse, the UK retail group, with immediate effect. It is the latest in a series of board changes at the company, including four finance directors since 1989 and three chief executives since 1988.

The shares slipped 4p to 207p yesterday, although the company stressed Mr Rider's departure did not reflect any worsening of trading performance, nor a clash of personalities or disagreement with Mr Keith Edelman, the latest chief executive.

Mr Rider is expected to receive some compensation, although not fully reflecting his two-year contract and annual salary of around £150,000 (£238,500).

Compensation payments have become a feature of Storehouse's annual report. The latest said six directors had left during the year, including Mr David Dworkin, the chief executive who departed in March. He had taken on the role last July when Mr Michael Julien, chief executive since 1988, left due to ill-health.

Five directors shared compensation of £1.6m, while Mr Dworkin took a £2.7m profit-

related bonus which, with his salary, gave him £3.29m in the year.

Storehouse's run of finance directors began in November 1989 when Mr James Power took early retirement.

He was succeeded by Mr Bob Mackenzie, who left suddenly in October 1990, leaving a gap until Mr David Simons joined in February 1991.

Mr Rider, who is 40, joined the group in February 1992 as finance director of BHS.

He was propelled into the group finance director's role in December 1992 when Mr Simons left to join Isoco, the Gateway food retailer.

Mannesmann rights at DM250

MANNESMANN, the industrial, engineering and telecommunications group which announced a one-for-eight rights issue last month, said it will issue the new shares at DM250 each, AP-DJ reports from Düsseldorf. The new shares will be entitled to half the company's 1993 dividend.

Existing shares traded yesterday at DM330.50, DM2.70 higher than at Friday's close. The subscription period for the issue is to run from October 18 through November 2.

ABN Amro to lead Dutch telecoms float

By Ronald van de Krol
in Amsterdam

THE DUTCH government has appointed ABN Amro, the country's largest bank, as global co-ordinator and lead manager of next year's flotation of a first tranche of shares in Koninklijke PTT Nederland, the telecommunications and postal company.

Two other Dutch banks, ING Bank and Rabobank, will be co-lead managers of the under-

writing syndicate in the Netherlands. The government has not yet released the names of regional lead managers in other parts of the world but expects to do so shortly.

The role of lead manager had been widely expected to go to a Dutch bank, with ABN Amro and ING the main contenders.

Earlier, N.M. Rothschild was appointed as the state's adviser in the flotation, the biggest in Dutch corporate history. KPN is advised by Goldman Sachs.

Moller consolidates lead in containers

By Hilary Barnes
in Copenhagen

A.P. MOLLER, the Danish shipping, shipbuilding and oil group, is consolidating its position as the world's leading container carrier.

The group announced last week that it had placed an order for five container vessels with its own shipyard, the Odense Steel Shipyard.

Capable of carrying 4,500 TEU (standard 20-foot containers) each, these are the biggest container vessels yet ordered by Moller's Maersk Line shipping operation.

Maersk passed Taiwan's Evergreen in terms of container carrying capacity earlier this year, when it took over nine vessels from its erstwhile Danish rival, the East Asiatic

Company, which has withdrawn from liner shipping.

Maersk's capacity on the group's 50 ships is about 140,000 units to Evergreen's 138,000, according to available estimates. Maersk also has about 20 ships on charter to its global liner services.

With last week's order, Maersk has on order 10 new vessels with a total container capacity of 30,510. However, the expansion of the liner business is only one of the factors which has made the Moller group's twin parent companies, D.S. 1912 and D.S. Svendborg, two of the strongest shares on the Copenhagen stock exchange this year, with the B shares increasing by about 56 per cent.

The most important factor behind the rise in the share price, Copenhagen analysts say, was a new contract for sale of natural gas from the group's fields in the Danish sector of the North Sea. The Moller group has a 39 per cent share in Danish Underground Consortium (DUC), in which it is the operating company for the North Sea oil and gas operations. Its partners in DUC are Shell and Texaco.

DUC's production is relatively small - about 7.9m tonnes of oil and 3.8bn cubic metres of natural gas in 1992 - but this is about 110 per cent of Denmark's oil and gas needs.

DUC and the state's oil and gas distribution company, Dansk Olie og Naturgas (DONG), earlier this year signed a contract under which DUC's deliveries of gas from 1997 will be doubled, taking them to

7bn cubic metres a year.

On the management side, Moller is going through an interesting transitional period. Mr Maersk McKinley Moller, whose father founded the group at the beginning of the century, stepped down from the day-to-day running of the group on reaching the age of 60 in July this year.

He remains chairman of the parent companies, but he made Mr Jess Soderberg, 49, the group's chief executive from July 1. Mr Soderberg's entire career has been with Moller, where he became finance director before being made a partner and chief executive.

The Moller group's oil and shipping operations had a turnover in 1992 of about Dkr23bn (\$3.5bn) and reported net profits of Dkr1.5bn.

SCHNEIDER SA

SOCIÉTÉ ANONYME
Incorporated in France with limited liability
Registered office: 4, rue de Longchamp
75116 PARIS - FRANCE

On 20th September 1993, the shareholders of Schneider SA and of Société Parisienne d'Entreprises et de Participations (SPEP) approved the absorption by SPEP of Schneider SA. In connection with the merger SPEP changed its name to Schneider SA.

After this merger, the exchange ratio of 2% guaranteed Exchangeable Bonds due 2003 is adjusted and established at 116.42 shares per US\$ 10,000 principal amount of Bonds.

BULTMAN, FRIEDMAN & COMPANY, INC.

Assistance to the International Business Community
Doing Business in the United States

Business Evaluation & Planning
Financing
Acquisitions and Partnering
Troubled Situations
Board Representation

12 EAST 49TH STREET, 21ST FLOOR, NEW YORK, NY 10017
TELEPHONE (212) 935-9400 FAX (212) 935-9411

U.S. \$100,000,000

Takugin International (Asia) Limited

(Incorporated in Hong Kong)
Guaranteed Floating Rate Notes due 1997
Guaranteed as to payment of principal and interest by
The Hokkaido Tokai Bank, Limited
(Incorporated in Japan)

In accordance with the provisions of the Notes, notice is hereby given, that for the six months interest period from October 13, 1993 to April 13, 1994 the Notes will carry an interest rate of 3.625% per annum. The interest amount payable on the relevant interest payment date, April 13, 1994 will be U.S. \$163.26 for each Note of U.S. \$100,000 denomination and U.S. \$4,581.60 for each Note of U.S. \$250,000 denomination.

By: The Chase Manhattan Bank, N.A.
London, Agent Bank

October 12, 1993

U.S. \$250,000,000

National Australia Bank

(Incorporated with limited liability in the State of Victoria, Australia)
Undated Subordinated Floating Rate Notes
Notice is hereby given that for the six months interest period from October 13, 1993 to April 13, 1994 the Notes will carry an interest rate of 3.625% per annum. The interest amount payable on the relevant interest payment date, April 13, 1994 will be U.S. \$4,581.60 for each Note of U.S. \$250,000 denomination and U.S. \$11,454.00 for each Note of U.S. \$500,000 denomination.

By: The Chase Manhattan Bank, N.A.
London, Agent Bank

October 12, 1993

U.S. \$200,000,000

MFC Finance No. 1 PLC

NOTICE OF REDEMPTION
Series 'A' to 'P' Mortgage Backed Floating Rate Notes
Due October 2003
Notice is hereby given, that in accordance with Conditions 5(c) of the Prospectus dated 13th October 1993, the issuer intends to redeem £1,200,000 in aggregate value of the Notes on the respective October, 1993 interest payment dates.

By: Citibank, N.A. (Issuer's Servicer)
October 12, 1993, London

CITIBANK

Standard Chartered

Standard Chartered PLC

US\$400,000,000 Undated Primary Capital
Floating Rate Notes

In accordance with the provisions of the Notes, notice is hereby given that for the interest Determination period from 13th October 1993 to 15th November 1993 the Notes will carry interest at the rate of 3.50 per cent per annum.

Interest accrued to 15th November 1993 and payable on 12th January 1994 will amount to US\$32.08 per US\$100,000 Note and US\$320.83 per US\$100,000 Note.

West Merchant Bank Limited
Agent Bank

OFFICE EQUIPMENT

OFFICE CHAIRS

Following purchase of large designer chair manufacturer, 1000s of lines to clear at unbeatable prices.

For example:

Operator's Chair £19.99

Meeting Room Chair £26.00

High Back £29.00

Operator's Chair £29.00

High Back Leather £139.00

Executive Chair £139.00

Tel: 081 743 2100

Fax: 081 749 9500

ATTENTION!

Banks, Corporations, Securities
Dealers Finance and Building
Societies etc.

WANTED!

All Computers, Workstations, VDUs
Networking, Cooling Room
Equipment and other peripherals.

NEW, USED AND SURPLUS

Call Barry, Cliff, Ian or Nigel

Surplus Solutions

TEL: 081 330 4199 FAX: 081 330 4338

The Financial Times plans to publish a survey

MANAGEMENT CONSULTANCIES

on

FRIDAY, 26 NOVEMBER 1993

The survey will cover such topical issues as Business Process Re-engineering, Change Management, Benchmarking and Quality Management.

It will also discuss the opportunities arising from Eastern Europe and the Single Market.

For information on advertising opportunities and rates contact

Sara Mason on 071-873 4874

or Fax: 071-873 3064

(FRANCE 01 42 92 41 00)

300,000,000

BBH International Finance PLC

Guaranteed Secured Floating Rate Notes due 1995

For the period from October 4, 1993 to January 10, 1994 the Notes will carry an interest rate of 4.0% per annum with an interest amount of £2,009.50 per £100,000 and of £20,095.50 per £1,000,000 Note.

The relevant interest payment date will be January 10, 1994.

Agent Bank:

Bankhaus Paribas Luxembourg

Société Anonyme

THE BUSINESS SECTION

appears Every Tuesday & Saturday. Please contact

Melanie Miles on

071-873 3308 or write to her at

The Financial Times,

One Southwark Bridge,

London SE1 9HL

LATIN AMERICAN INVESTMENT COMPANY

Société d'Investissement à Capital Variable
Registered Office: Luxembourg, 14 rue Aldringen
Commercial Register: Luxembourg Section B 40.168

NOTICE OF THE ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of LATIN AMERICAN INVESTMENT COMPANY, SICAV will be held at its registered office in Luxembourg, 14, rue Aldringen, on 21st October, 1993 at 11.00 o'clock for the purpose of considering and voting upon the following matters:

- To hear and accept:
- a) the management report of the Directors
- b) the report of the Auditor
- To approve the statement of net assets and the statement of changes in net assets for the year ended 30th June, 1993
- To discharge the Directors and the Auditor with respect to their performance of duties during the year ended 30th June, 1993
- To elect the Directors and the Auditor to serve until the next annual general meeting of shareholders.
- Any other business.

The shareholders are advised that no quorum for the statutory general meeting is required and that decisions will be taken at the majority of the shares present or represented at the meeting.

The Board of Directors

TAKE PRECISE AIM

RECRUIT THE BEST

BY PLACING YOUR RECRUITMENT ADVERTISEMENT IN THE FINANCIAL TIMES YOU ARE REACHING THE WORLD'S BUSINESS COMMUNITY.

For information on advertising in this section please call:

Andrew Skrzyszewski on 071-407 5754

Mark Hall-Smith on 071-407 5745

Felicia Strong on 071-407 5834

FUTURE LINK

The fastest, most reliable, cost effective real-time FUTURES, FOREX and NEWS services available via FM within London.

LONDON 071 972 9779 CALL HYETRON ON PARIS 01 40 41 93 43

Daily Gold Fix - free sample

from Chart Analysis Ltd
7 Swallow Street, London W1R 7HP, UK.
Commodity specialists for over 22 years.

Ask Anne Whitby
Tel: 071-734 7174
Fax: 071-457 4264
© 1993 Chart

ECU Terminal PLC

28 Cheetham Place
Belgrave
Leeds LS2 9JL, UK
Tel: +44 113 245 0080
Fax: +44 113 245 6599
Members CFA

FUTURES & OPTIONS BROKERS

\$32 ROUND TRIP

EXECUTION ONLY INTRODUCTORY OFFER

The world's Expert Source of Qualified Brokers & Banks
Comments & Ratings & Analysis available FAX and GIVE
Free all US & Asian major European Exchanges & more
Free available in Europe via Chart Analysis Ltd
Directly into your PC or onto your LAN or Print Server

Call Graham Davis PC QUOTE London 071-873 3200

QUOTE PC QUOTE

64KB HYPERFEED

DO YOU WANT TO KNOW A SECRET?

The I.D.S. Gann Seminar will show you how the markets REALLY work. The amazing trading techniques of the legendary W.D. Gann can increase your profits and contain your losses. How? That's the secret. Ring 081 474 0080 to book your FREE place.

ARTIFICIAL INTELLIGENCE

FUTURE TRADING

"INTELLIGENT TECHNICAL SYSTEMS"

LEADING CONSULTANTS

TEL: 0474-564 335 FAX: 0781-22854

INTERIM REPORT

Strong PC demand helps lift Intel to record quarter

By Louise Kehoe
in San Francisco

INTEL, the world's largest computer chip maker, yesterday reported record revenue and earnings for the third quarter.

Net income increased 143 per cent over last year's corresponding quarter, while revenues advanced 57 per cent.

Intel, the dominant supplier of microprocessor "brain" chips for personal computers, is riding on a wave of strong demand for PCs.

The company's 486 DX2 microprocessor has become the "workhorse of business computing", said Mr Andrew Grove, president and chief executive.

Net income was \$54m, or \$1.33 a share, compared with \$24m, or 56 cents, in last year's third quarter. Revenue for the quarter rose to \$2.24bn.

up from \$1.43bn last time.

The company said its nine-month revenue and net income exceeded the corresponding totals for all 1992.

For the first nine months of 1993, net income advanced to \$1.7bn, or \$3.86 a share, from \$638m, or \$1.49 a share, in the same period last year. Revenue was \$6.95bn, up 60 per cent.

Earnings were in line with Wall Street's expectations, but failed to match the most optimistic projections. Intel's stock price fell to \$58 1/4 at midday, down from a Friday close of \$70 1/4, in heavy trading.

Intel said it expected to ship "hundreds of thousands" of its latest microprocessors, called Pentium, this year and millions next year. It added that about 100 Pentium-based computers will be launched by computer manufacturers later this year.

The company said strong

demand for other semiconductor products, including flash memory chips and microcontrollers, contributed to its strong third-quarter revenues.

During the quarter two other chip manufacturers announced plans to compete with Intel in the PC microprocessor market. Texas Instruments of the US and United Microelectronics of Taiwan are the latest entrants into a growing field of Intel "clone" chip makers.

● Sun Microsystems announced yesterday it had set up a sales and distribution organisation for Sparc microprocessors and supporting chips, manufactured by Texas Instruments and other licensees.

Sparc chips are used in Sun's computer workstations. The move represents Sparc's latest effort to establish Sparc as an alternative standard to Intel's microprocessors.

Regional US banks merge in \$125m deal

By Patrick Harverson
in New York

FLEET Financial, New England's biggest banking group, said yesterday it would pay \$125m in stock to acquire Sterling Bancshares of Massachusetts.

The announcement comes just two weeks after Fleet's share price rose sharply amid talk that it would be taken over by an even bigger regional bank, NationsBank of North Carolina.

The acquisition of Sterling, however, is not regarded as a defensive manoeuvre to discourage NationsBank from launching a bid.

The Fleet-Sterling deal is the third regional banking merger unveiled in the last month, which suggests that a new round of consolidation in the US banking industry is under way.

Last month, the second and third largest banks in Wisconsin, Marshall & Ilsley and Valley Bancorp, announced they would merge in a transaction valued at almost \$1bn. On October 5, Keycorp and Society Corporation, two banks with operations in several states, unveiled a merger that will create the 10th largest bank in the US with assets of \$55bn.

Sterling has assets of almost \$1bn and operates 13 banking offices in Massachusetts, which will be added to Fleet's 155 branches in the state.

Fleet's chairman and chief executive Mr Terrence Murray said the acquisition would allow it to expand its middle-market corporate lending, consumer services and investment services businesses in the region.

Under the terms of the deal, which has yet to be approved by Sterling's shareholders and banking authorities, Fleet will offer 1.1578 of its own shares for every Sterling share, which are valued at \$100.

News of the acquisition lifted Sterling's stock 55¢ to \$8.50 on the over-the-counter Nasdaq market. Fleet's shares eased 5¢ to \$8.90 on the New York Stock Exchange.

● Arab Banking Corp. of the Middle East's biggest banks, has announced an agreement to sell 20 per cent of its wholly-owned Hong Kong subsidiary to a Chinese group, Reuters reports from Manama.

ABC chief executive Mr Abdullahi Said said that ABC also hoped soon to offer 25 per cent of the subsidiary, International Bank of Asia, to investors in Hong Kong.

The 30 per cent stake will go to China Everbright Holdings, the Hong Kong arm of the state-owned China Everbright Group, which is under the control of China's State Council, ABC said.

The deal is subject to final approval from the Monetary Authority of Hong Kong.

"We are very soon going to offer 25 per cent on the Hong Kong stock market," Mr Said said. "This will hopefully take place in the very near future."

The sales form part of ABC's strategy of forming strategic alliances around the world while still maintaining a controlling interest in its subsidiaries.

ABC was particularly keen to position itself to take advantage of China's fast growth, Said said, and this link-up will enable it to do so.

BHP reveals 50% PNG mine stake

By Nikki Tait
in Sydney

BROKEN HILL Proprietary, the Australian steel and natural resources group, yesterday confirmed that it now has a stake of more than 50 per cent in Ok Tedi, the large copper and gold mine in Papua New Guinea.

The increase in BHP's stake follows the decision by Amoco, the US oil group, to sell its 30 per cent interest in the mine.

BHP, which already held a similar 30 per cent interest, is understood to have acquired the Amoco stake and is expected to pass on one-third of this to the Papua New Guinea government.

Yesterday's announcement said the government was expected to raise its holding from 20 per cent to 30 per cent, with effect from January 1 1994.

Metal Mining Corporation, the Canadian subsidiary of

Germany's Metallgesellschaft, has also doubled its interest in the project recently, to 15 per cent, by buying out the 7.5 per cent stake held by Degussa.

The remaining 5 per cent interest is held by DEG, the German government's overseas development body.

BHP declined to discuss how much it had paid for the stake, or the terms of transaction, saying that discussions over final details of the ownership

structure at Ok Tedi were continuing.

There has been speculation that BHP would pay less, on a pro rata basis, than the US\$35m which MMC paid for the additional 7.5 per cent holding, but would indemnify Amoco against future indemnity claims.

The Ok Tedi project was developed at a cost of US\$1.4bn in the 1980s.

Expected life of the mine is expected to be at least 15 years.

GFSA reaps benefit of higher average gold price in first term

By Philip Gawth
in Johannesburg

A 17 per cent rise in the average gold price received helped Gold Fields of South Africa lift after-tax profit from its gold mines by nearly 30 per cent to \$386.6m (US\$415m) in the first quarter, which ended in September.

The mid-year price spike in the gold bullion market saw the average price rise to \$414.640 a kg from \$35.873 a kg the previous quarter.

Gold Fields does not hedge any of its production, so the price accurately reflects the spot market.

However, Mr Alan Munro, executive director, pointed out that this price was still lower in real terms than the price of between four and five years ago.

Overall group production

rose slightly to 29,258kg in the quarter from 28,775kg in June.

Working profit increased by 45 per cent to \$491.3m from \$337.8m, but the tax bill more than doubled to \$148.6m from \$72.4m, which restricted growth in bottom-line earnings.

Mr Munro would not comment on whether the better gold price (following the recent weakening of the rand, it is still trading close to \$40,000 a kg) would encourage any new mines to be developed, but said existing producers were busy with substantial replacement tonnage schemes.

Driefontein, the group's flagship producer, had a steady quarter, with West Driefontein continuing to recover from disruptions caused by fire and East Driefontein again the star performer.

After-tax profits rose to

\$185.9m from \$161.9m, but the tax bill rose to \$142.5m from \$67.5m.

Kloof, the other large producer in the group, fared rather better because the merger last year with Libanon and Venterspost resulted in it paying barely any tax.

As a result, after-tax profits increased to \$187.5m from \$114.1m.

Mr Munro also pointed to the turnaround at the Libanon division, which would have been closed but for the merger.

The mine made a working profit of \$7.7m, following a \$15.2m loss in the previous quarter.

Of the other two producers in the group, the marginal Doornfontein made a taxed profit of \$4.6m, down from \$15.3m, while Deelkraal increased profits to \$18.6m from \$15.3m.

East European buy for KJS

By Matthew Kaminski
in Warsaw

KRAFT Jacobs Suchard (KJS), part of Philip Morris of the US, this week took a further step into the eastern European food market by acquiring 97 per cent of Lithuania's Kaunas Confectionery Company for \$18m.

Mr Bernard Huber, KJS vice-president for central and eastern Europe, called the deal "an important part of our east European confectionery strategy".

The purchase price includes a commitment to invest \$12.5m in the business, which employs 800 people.

KJS, which expects total revenues of \$9bn this year and is the third-largest food manufacturer in Europe, has made similar acquisitions in Hungary, Slovakia, the Czech Republic and Poland.

The deal marks the second foray into Lithuania by Philip

Morris, which in April beat British American Tobacco to acquire the Klaipeda Tobacco Company for \$40m - the biggest western investment in the Baltic states so far.

The Kaunas deal repeats a pattern which has marked Philip Morris' entry into other east European markets.

Shortly after it bought a majority stake in the Czech Tobak cigarette factory last year, Jacobs Suchard bought Figaro, a confectionery company in the Slovak Republic.

Last summer Jacobs Suchard, a confectionery and coffee business which is in the process of merging with Kraft, acquired Dadak, a Czech spice producer.

Inexpensive western consumer products, such as cigarettes and chocolates, are in strong demand in the former Soviet bloc. It is estimated that 700m cigarettes are sold in the region every year.

In Lithuania, Philip Morris and KJS have inherited a virtual monopoly propped up by high import duties. Kaunas, the country's largest sweets company with \$10m in total sales, sells 80 per cent of its output on the domestic market.

But KJS may want to tap the export potential. Though Lithuania is a small country of 3.7m people, it is often seen as a stepping stone to larger neighbouring markets. By buying local companies, Philip Morris and its subsidiary inherit informal trade contacts cultivated under Soviet rule that may help to smooth any future moves east.

Estonia, Latvia and Belarus are the markets closest to Lithuania. But Russia remains the most lucrative - in particular the St Petersburg region, which includes northern Europe's largest city and a population approaching 8m.

Joint venture with Goplane gives Nestlé Polish production base

By Christopher Bobinski
in Warsaw

NESTLÉ, the international confectionery and food company, has won the exclusive right from the Polish authorities to negotiate a joint venture with Goplane, the last major state-owned chocolate manufacturer. This gives Nestlé its first production base in the country.

The successful bid, mounted only two months ago, thwarts a two-year effort by E.D. and F. Man, the cocoa and sugar brokers, working with Elite Industries from Israel, to establish a joint venture with Goplane in Poznan, which controls 10 per cent of the domestic market.

Nestlé said it would take 42 per cent in the new joint venture, making its investment worth around \$32m.

This leaves a 5 per cent share with the recently privatised Wielkopolski Bank Kredytowy based in Poznan, which bid with Nestlé.

The level of additional spending by Nestlé on developing Goplane has yet to be negotiated before a final contract is signed.

Poland's other important chocolate manufacturers have already been sold with Wedel, the best known brand going to PepsiCo Foods International, while Wawel in Krakow has been taken over by management and employees.

Kraft Jacobs Suchard has also bought Olza, a chocolate and biscuit maker in Cieszyn. Meanwhile, Poznań, a Poznań-based meat processor, was sold yesterday to management, employees and private investors, including Animex, a

major meat foreign trader, in a deal valuing the plant at 80bn zlotys (US\$41m).

The purchasers have pledged to invest 80m zlotys over the next four years in Poznań, which reported sales worth 358m zlotys in the first half of this year with a net profit of 10bn zlotys.

The sale came as the government announced that Rolimpex, Poland's state-owned grain and farm produce foreign trader, would be privatised through a public share offer by the end of March next year.

Up to 40 per cent of Rolimpex's shares are to be sold to private investors with 35 per cent retained by management and employees.

Twenty-five per cent of the equity is to be retained by the treasury and state-owned institutions.

ICI to build pipeline in Australia

By Nikki Tait

ICI AUSTRALIA, part of Imperial Chemical Industries, is to go ahead with construction of a \$530m (US\$200m) pipeline linking the Moomba gas fields in South Australia with its Botany Bay petrochemical plant. This follows a decision by the South Australian government to sell ethane to the ICI plant.

ICI's expenditure will be spread over a couple of years. About \$170m will be spent on the pipeline; \$110m on the Botany Bay facility; and the remainder in South Australia's Cooper Basin. The pipeline will be about 1,380km long, and follow a similar route to the existing Moomba-Sydney pipeline.

The aim is to switch the Botany Bay plant over to South Australian ethane by May 1996. ICI has been anxious to secure long-term feedstock supplies locally.

The decision to sell ethane to ICI followed a deal between the South Australian authorities and the Queensland government for the latter to supply natural gas to South Australia after existing contracts between the states expire in 2003.

Canadian waste group expands

By Robert Gibbons in Montreal

PHILIP Environmental of Canada is buying two US hazardous waste companies for almost US\$100m.

The acquisition of Seattle-based Burlington Environmental for US\$75m and Nortru for US\$25m will add hazardous waste, recycling and environmental engineering revenues of US\$120m to Philip's annual volume. This will increase Philip's total sales to about US\$250m.

Philip, based in Hamilton, Ontario, is financing the deal by selling US\$120m of special warrants to underwriters,

allowing investors to buy convertible debentures.

St Lawrence Cement, eastern Canada's biggest cement maker which is controlled by the Swiss Holderbank group, bought 11 per cent of Philip in 1991 and has the right to maintain an interest up to 23 per cent.

Philip is an industrial recycler, which also collects waste and operates landfill sites across Canada and in key US markets. It had dropped plans for an equity issue because of poor first-quarter results. Its latest acquisition was a Hamilton-based metals recycler.

Philip recorded first-half net

profit of C\$4.8m (US\$3.8m), or 15 cents a share, down from C\$7m or 24 cents, a year earlier. It blamed the first-quarter problems on severe weather and said the shortfall would be made up by year-end.

Mr Allen Fracassi, president, said Philip would apply the \$25m remaining from the warrant issue to reduce debt.

● Belgium's Tractebel has formed a joint venture with the Montreal property and construction group Desourdy to introduce new European waste treatment technology to the Canadian market. Projects worth C\$60m are planned in Ontario and Quebec.

Mitsui seeks to sell hotel held as collateral

By Emilio Tarsano in Tokyo

MITSUI Trust & Banking, a leading Japanese trust bank, has filed for court approval in Hawaii to auction a hotel in Waikiki, held as collateral against loans to Azabu Tatemoto, a real estate company burdened by heavy borrowings.

Japanese banks, under pressure from mounting bad loans, have increased efforts to sell collateral taken for the loans.

The move to sell the Hyatt Regency Waikiki, a 1,230-room luxury hotel on Oahu Island, follows a row earlier this year between Mitsui Trust, Azabu's main creditor, and Mr Kitaro Watanabe, owner of Azabu.

Mitsui Trust officials said they would gradually try to unload collateral held against loans to Azabu.

Reliance posts 14% advance at midterm

By Stefan Wagstyl
in New Delhi

RELIANCE Industries, the Indian textiles and chemicals group currently in the middle of the country's largest corporate fund-raising exercise, yesterday posted a 14 per cent increase in interim pre-tax profits to Rs2,07bn (US\$3.8m).

Sales in the six months to the end of September rose 35 per cent to Rs24.7bn. Reliance said it had performed well in the first half and forecast "an even better performance on all major indicators in the second half".

Reliance Industries is the flagship of the fast-growing Reliance group headed by Mr Dhirubhai Ambani and his sons Mr Anil Ambani and Mr Mukesh Ambani.

Last year it raised funds for two plastics factories being

built in partnership with Itochu, the Japanese trading company. Now it is raising Rs5.6bn in the first slice of a Rs21.7bn convertible bond issue for a new company, Reliance Petrochem, which plans to construct a 1.54m oil refinery. If the project goes ahead as planned, the refinery will be India's biggest private-sector industrial investment.

Mr Dhirubhai Ambani has built Reliance over the last 25 years from a small trading company into one of India's largest industrial houses, rivaling much older combines such as the Tata group. Unlike long-established houses which are usually highly diversified, Reliance has concentrated on building a vertically integrated group focused on oil, petrochemicals and their derivatives such as artificial fibres, plastics and chemicals.

Phone privatisation proves profitable in Venezuela

Joseph Mann reports on the two-year transformation of a previously under-funded public company

NEARLY two years after taking operating control of Venezuela's national telecommunications concern, GTE of the US has provided the Caracas government with an opportunity to ease the state's fiscal deficit.

Compania Anonima Telefonos de Venezuela (CANTV) has been turned from a money-losing, inefficient concern into a profitable company, although GTE has a long way to go in its transformation.

The Venezuelan government, which owns 49 per cent of CANTV following a partial privatisation in 1991, hopes to raise some \$800m from the sale of part of its stake this year.

GTE led Venworld Telecom, the international consortium that won 40 per cent of CANTV with a bid of \$1.99bn. Venworld is controlled by GTE, which has 51 per cent, and has four other partners: Telefonos de Espana (16 per cent), La Electricidad de Caracas (Venezuela's largest private utility, holding 16 per cent), CIMA (the investment arm of Venezuela's Banco Mercantil group, with

12 per cent) and AT&T (5 per cent). CANTV employees will eventually own 11 per cent of their company's shares.

CANTV was in poor shape when it was privatised. An erratic telephone service was not only a social irritant, but also seriously hindered economic development. Under government ownership CANTV invested little in equipment and had an appalling record in maintenance and service to the public.

For example, in 1991 Venezuela had eight telephones per 100 inhabitants, compared with 49 per 100 in more developed countries. Digital lines accounted for only 20 per cent of total lines (62 per cent), 30 per cent of out-going international calls were not completed (35 per cent), and 57 per cent of public telephones were out of service at any time (5 per cent).

Since December 1991, Venworld has made more capital investments than the country's telecommunications industry received over the previous two decades. The "new CANTV" invested \$500m last year and plans

capital outlays of \$650m in 1993 as part of a \$6bn capital investment programme between 1992-2000.

Other than using its own cash to invest, the company will receive more than \$300m in loans this year from external sources such as export-import banks in the US, Japan, France, Germany and Sweden, as well as from syndicated bank loans and commercial paper.

Investments cover new digital telephone lines, new public telephones, infrastructure and service improvements, installation of fibre-optic systems, expansion of international telecommunications capacity, rural and cellular telephone systems, new services for telephone customers, businesses and other communications clients, plus other areas.

CANTV installed 413,000 digital telephone lines in 1992 and is adding 469,000 this year. It installed or replaced 18,400 public telephones last year, and is aiming for another 17,000 by December.

Customers have noticed a big

improvement in reliability of services, and repairs are often done within days rather than weeks or months.

Financial results during the first year of privatisation were also a big improvement over previous years, when CANTV regularly produced red ink and paid little in taxes to the Venezuelan treasury.

Using figures adjusted for inflation, CANTV had operating revenues of \$966m in 1992 (78.5bn bolivars), up from \$637m the previous year. Net income for 1992 was \$169m, compared to a loss of \$72m in 1991. The improvement was due to higher rates for telecommunications services, better collection procedures and expanded services.

Aside from normal income taxes, CANTV now also pays the treasury a special tax of 5 per cent of its ordinary annual revenues, plus quarterly royalty fees.

The 35-year concession contract grants CANTV the exclusive right to operate all local and long-distance (national and international) telephone services for nine years. Other services, such as cellular phones and

data transmission, are open to competition.

There is still debate among Venezuelan officials and CANTV executives over when the government should put its remaining shares up for sale. While some in the cash-strapped government want to tap the US stock market as soon as possible to shore up official finances this year, others argue that the uncertainties of a presidential election year and recent political upheavals will have a negative effect on the sales price of shares.

Pricing for these new shares is also a problem, since the privatisation is still in its early stages and the company declared no dividends in 1992.

CANTV's privatisation, the biggest sale of Venezuelan state assets so far and one of the largest in Latin America, is a big test for the government's privatisation programme - and for CANTV, which must continue to develop services, refrain (or replace) the 20,000 employees it inherited from the days of government ownership, and cope with a militant labour union in Caracas.

FT-ISMA INTERNATIONAL BOND SERVICE

THE FT-ISMA International Bond Service, published on Monday to Friday in the Financial Times, shows daily prices, provided by the International Securities Market Association, for a selection of the most actively traded Eurobonds and related securities, picked from the sectors which best represent current market conditions.

The service sets out to include certain "benchmark" issues within the space available, while still trying to maintain a broad spread of borrowers and currency groups.

Selections are reviewed regularly by the Financial Times and the International Securities Market Association.

Markets wait for German court decision on EMU

7	Over 5 years (11)	188.02	-0.01	188.04	0.94	3.89	12	Initiation rate 5%	Over 5 yrs.	2.34	2.34	4.11
8	All stocks (13)	185.28	-0.01	185.31	0.85	3.92	14	Initiation rate 10%	Up to 5 yrs.	1.76	1.74	2.72
							16	Initiation rate 10%	Over 5 yrs.	2.97	2.97	3.91
9	Debt & Loans (98)	144.31	-0.02	144.42	2.11	8.50	15	Bates & Looms	5 years	7.38	7.24	9.92
							18	Looms	15 years	6.07	8.05	10.54
							17		25 years	6.07	6.07	9.52

COMPANY NEWS: UK

Tiphook chief accepts merits of role change

By Andrew Bolger

MR ROBERT Montague, founder and executive chairman of Tiphook, the container leasing and transport rental group, has accepted the merits of splitting his role.

The company said the board was also likely to sanction the appointment soon of a further two independent non-executive directors.

Whether Mr Montague will continue with the group is up to the group's bankers and shareholders. Last week Tiphook's shares fell by 49 per cent after the loss-making group issued its third profits warning this year and said it would breach lending covenants.

Shareholders will vote at an extraordinary meeting on October 25 on a proposal to allow the group's gearing limit to be increased from 500 to 600 per cent. Tiphook currently has

debts of £1bn and gearing approaching 500 per cent. Tiphook shares rose by 15p to 138p yesterday after it published its first monthly fleet utilisation figures.

Average utilisation for September for its operating container fleet was 82.25 per cent up from 81.98 per cent in August but down from 85.94 per cent in the same month last year.

The statement showed that at September 30 the operating container fleet totalled 497,020 TEUs (20-foot equivalent units), down 566 from the previous month.

Tiphook's European truck trailer fleet stood at 24,525, an increase of 394 over August. Average utilisation for the month was 73.22 per cent, up from 69.36 per cent in August, 1992.

Analysts said the figures were in line with expectations, but were welcome because



Robert Montague: founder and executive chairman

they contained no unpleasant surprises. The figures gave no indication of the rental rates being achieved in a period when the market is known to be soft.

UB ends unhappy chapter in Spain

By Guy de Jonckheere, Consumer Industries Editor

UNITED BISCUITS, Britain's largest biscuits and snacks manufacturer, yesterday closed a long and unhappy chapter in its European expansion strategy by selling Ortiz, its Spanish toasted bread business, to the company's management.

Acquired by UB in 1973 in an early fit of Euro-enthusiasm, Ortiz ran into problems soon after being taken over. Despite efforts to turn the business round, some analysts estimate that it incurred more losses than profits since then. Last year it lost £1.3m on sales of £30m.

By the early 1990s, UB's management openly admitted that it had given up any hope of engineering a recovery, answering all inquiries about the business's performance with the standard phrase: "Ortiz continues to disappoint."

UB had hoped to dismantle Ortiz by buying the biscuits operations of Royal Brands, a Spanish state-owned company, and merging the two businesses.

However, the plan was thwarted when Royal Brands was sold to BJR Nabisco earlier this year.

Concluding that Spanish social legislation would make the cost of closing Ortiz prohibitive, UB unsuccessfully sought a buyer for the business before deciding to sell it to management for "a nominal sum."

UB said the deal would result in an exceptional loss of about £11.5m in this year's accounts, but would enhance group earnings.

Back in the bright lights for Lucas

Andrew Bolger describes the strategy behind doubled profits of £50m

LUCAS Industries executives reported their results from a specially designed platform, complete with bright lights and pictures of the components which the engineering group supplies to the world's automotive and aerospace industries.

The glossy presentation matched a new confidence on part of the Birmingham-based company, which said cutting costs had helped it to double annual pre-tax profits to £50.3m.

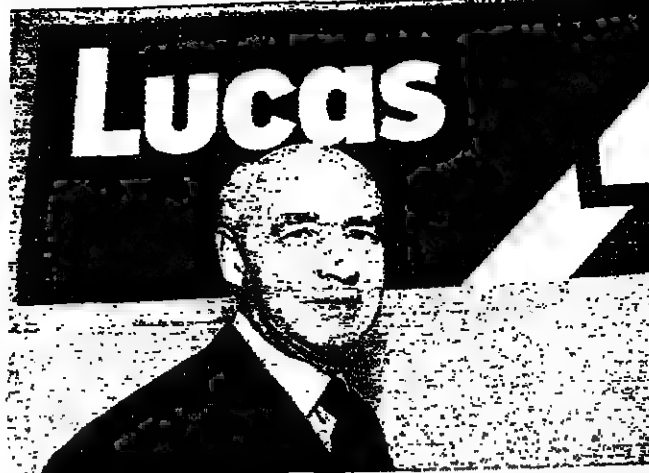
Lucas's share price has also doubled since the dark days of last autumn, when a recession-induced collapse in profits made it the City's favourite target for a hostile takeover.

However, £50.3m is still a miserable rate of return on sales of £2.56bn, and Lucas once again had to raise its reserves to maintain the dividend payment. The same executives were yesterday also anxious not to appear over-optimistic, given the tough state of the continental European markets which account for 38 per cent of sales.

Sir Anthony Gill, Lucas's chairman and chief executive, clearly had not envisaged a 18 per cent drop in the European automotive market when he said last year that he aimed to cover this year's dividend payment from earnings. Yesterday, he said he now hoped to get back to that happy state in the current year - but it was again phrased as a "chairman's aim", rather than a firm commitment.

Mr John Grant, finance director, said: "We are bumping along the bottom of the cycle and probably will continue to bump along for a little while longer."

Overall sales rose by 2 per cent, net of currency movements and divestments. In spite of sharp declines in world



Sir Anthony Gill: sounded a note of carefully qualified optimism

aerospace and European automotive markets. Lucas said this reflected its strong positions in the more resilient sectors of both industries. It claimed increased market share in each of its core businesses - aerospace engine control and flight control systems, and automotive braking and diesel systems.

Automotive, which accounted for 63 per cent of group sales, improved operating profits from £42.2m to £45.1m, with improvements in costs more than compensating for the group's limited ability to pass on price rises to customers. Launch costs in the diesel and electrical systems businesses dampened the pace of profit recovery.

Aerospace sales, which comprise 25 per cent of the group total, were down 7 per cent at constant exchange rates. Cost-cutting helped operating profits double to £31m. Lucas said it had been less affected than the industry generally by softer defence markets and production cuts by leading airframe makers - mainly

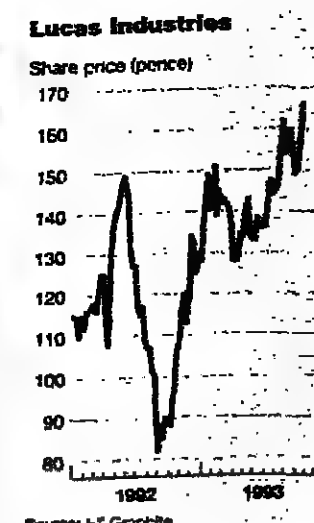
because of its strong presence on newer aircraft and engine families.

Mr Grant said the restructuring programme unveiled last year was about "90 per cent complete", although many of the improvements in efficiency would continue indefinitely. Employee numbers have been reduced by 20 per cent since July 1990, and will continue to fall at an annual rate of 2-3 per cent.

The divestment programme realised £56m in the year to July, and £75m to date. The group said further disposals would be made of businesses which did not contribute significantly to its core strengths.

Mr Grant, who joined Lucas last year from Ford, said capital spending had been cut by £7m to £116m and improved financial discipline had cut working capital by £22m.

Sir Anthony said that when the group's main markets recovered, it should be able to get back towards profit margins similar to those achieved



Source: FT Graphite

before the recession - a return on sales of up to 10 per cent. Lucas was aiming for such a recovery in margins within three years - which was ambitious, but achievable.

Whatever Lucas's long-term future, it will involve both a new chairman and chief executive. As expected, the company would not comment on the post of chief executive, except to say it still hoped to make a formal announcement at or before the group's annual meeting in November.

Sir Anthony, who last year agreed to stay on until the management succession was sorted out, ended his review of the trading outlook on a note of carefully qualified optimism. "Further reductions in costs and working capital will provide a platform for the company to continue to enhance value for shareholders, despite uncertainties over the pace of economic recovery. Lucas is strong, getting stronger and will be in a powerful position to benefit from a revival in the global economy when it comes."

Drambuie abandons strategy

By James Buxton, Scottish Correspondent

DRAMBUIE, the liqueur company, yesterday terminated a widely-publicised strategy of diversification from its core business by selling Cathness Glass, an ornamental Scottish glassmaker.

Cathness has been bought by its management and employees, with backing from Bank of Scotland and from Highlands and Islands Enterprise. Negotiations on the sale began in February. The price was not disclosed.

Drambuie, a secretive company controlled by the McKinnon family, bought Cathness for £3.35m in 1991 and said that it would be seeking further acquisitions outside the drinks business.

However, Drambuie lost £5.6m in 1991 on sales of £38.5m and in 1992 Mr Peter Shakeshaft, the finance and development director who was responsible for buying Cathness, left the company.

Cathness itself was badly hit by recession and last year closed one of its three factories with the loss of 120 jobs. It now employs 240 people.

Last year Mr David Evans became Drambuie's first non-family chairman, replacing Mrs Mary McKinnon. Shortly afterwards Mr Peter Darbyshire, a drinks industry executive, became managing director replacing Mr Malcolm McKinnon and Mr Duncan McKinnon, joint managing directors.

Although Drambuie lost £6.7m in 1992 it expects to make a profit of £2m in 1993. The workforce has been cut from 175 to 125. It has closed its distribution subsidiary, appointing IDV to handle its UK distribution.

In March, Drambuie sold off Cockburn's of Leith, its wine merchant business. The only company it owns outside the liqueur business is Glenvargill, a Scottish motor dealer.

Unilabs acquires JS Pathology

Unilabs Group, an independent European pathology laboratory company, is acquiring JS Pathology, which claims to be the UK's largest private clinical testing laboratory.

Following the acquisition, Unilabs will have an annualised turnover in excess of £50m.

JS was a quoted UK company which was floated in November 1985 with a market capitalisation of £19m. It was acquired by a subsidiary of Corning in September 1992 for £23.1m.

Tay Homes upbeat despite fall to £3m

By Catherine Milton

TAY HOMES, the Leeds-based housebuilder, underscored its upbeat trading statement by announcing plans for another two operating areas despite reporting a fall in pre-tax profits from £4.85m to £3.09m for the year to June 30.

"It is now accepted by almost all commentators that the housebuilding industry is slowly emerging from its worst period in recent history," said Mr Trevor Spencer, chairman.

He added that the company expected "considerable improvements" in the north of England and Scotland.

The group had decided to open new operating areas in north-west Birmingham and north Bristol.

A maintained final dividend of 4.85p is proposed, giving a same-again total of 9.85p, payable on earnings of 9.5p (13.6p) per share.

Profits were depressed by the adoption of more conservative accounting policies recommended by the company's

auditors. They relate to the sale of properties to business expansion schemes, to which the company has given guarantees on future returns, and to the sale and leaseback of an office building. Without the policy changes pre-tax profits would have been £3.9m (£5.1m).

Turnover fell to £89.7m (£73.4m), although the company increased unit sales to 1,107 (1,030). "We sold a record number of houses last year which was greatly helped by the surge in demand during the early months of 1993."

"This followed the worst autumn sales period in the company's history, an experience shared with many housebuilders, which impacted on both selling prices and margins," Mr Spencer said.

The company now has a bank of 4,200 plots (4,000) excluding 750 plots on two sites in Scotland.

Interest charges fell to £2.17m (£3.11m). Gearing was cut to 38 per cent (48 per cent) on borrowings of £10.9m (£13.5m) although these had been higher during the year.

Cooper Clarke improves

COOPER CLARKE Group, the builders' merchant, yesterday reported some improvement in interim pre-tax profits but warned that recovery in the construction sector was likely to be some time away.

Mr Peter Clarke, chairman, said that while turnover had increased, there had been continued pressure on margins and as a result profitability continued to suffer.

In the first half of 1993, pre-tax profits rose from £125,000

to £204,000, on turnover of £18m (£11.3m). Earnings per share came to 3.5p (2.2p).

Mr Clarke said that at present there was no likelihood of any improvement in the construction sector and a number of the company's customers faced the prospect of falling order books. "There is little doubt that while 1993 may see some improvement in the UK economy, any follow on to the construction sector is likely to be some time off."

Growing enthusiasm for electronic imagery

Alan Cane looks at Virtuality's debut and the market for virtual reality technology

INVESTORS have already had the chance of a punt on "virtual reality", the esoteric technology which dresses users in visors and wired gloves to persuade them they are part of an alternative electronic world.

Division, based in Bristol, came to the market at 40p earlier in the year, the first VR company to go public anywhere in the world. The shares shot up to 100p and have since been trading comfortably at about 80p. It raised £5m, enough to support its research and development for three years.

Today, W Industries, under its new name of Virtuality, makes its market debut by way of a placing, hoping to raise some £10m.

International Business Machines, the world's largest computer manufacturer, and Motorola, a leading semiconductor manufacturer and communications specialist, have already taken stakes valued at about £1m apiece. Institutions are showing enthusiasm for Virtuality's convincing electronic imagery suggesting the placing will be a success.

The question remains whether investors understand the significance of what they are putting their money into or whether they are simply backing a fashionable but incomprehensible technology.

Mr Charles Grimdale, chief executive of Division, says his company's products excite "tremendous interest but limited understanding". He believes the market will be worth £1bn by the end of the decade, split between a comparatively small number of companies.

At one level, VR represents

immense possibilities for entertainment - "real" experiences impossible to reproduce safely or economically by other means. At another it is the next stage in the development of the way humans interact with computers: the move from the two dimensional desktop represented by, say, Apple's Macintosh or Microsoft's Windows, to a three dimensional workspace. Users become immersed in this workspace: they can interact with objects in the electronic environment. In one striking example, developed by Division for Matsushita of Japan, two individuals can simultaneously wander through a virtual kitchen. They can work together to move the cooker, the refrigerator or the extractor hood.

Although virtual reality is a new technology, it already can be divided into a number of different market sectors.

First, there is entertainment - the area which Virtuality has chosen to make its own. Founded by Mr Jonathan Waldern in 1988, the company had a turnover of £5.24m at the end of 1992. Among its achievements is a contract with Sega Enterprises of Japan, the world leader in sophisticated arcade games.

Mr Waldern sees Virtuality developing in three directions. First, complete systems, software and hardware integrated together to create arcade games. Second, specialised VR software written to customer's specifications. Third, packaging and licensing the company's skills to third parties.

Division, for example, is already licensing its technology to Virtual Reality Games of Leeds, a subsidiary of Global



Researchers wearing video headsets fight a duel in an electronic version of reality

Entertainments, to develop second generation arcade games. Virtuality will use some of the money it is raising to complete its work on "second generation" VR products for the latest range of low-cost personal computers. It raises the possibility of VR machines for the home in the near future.

Second, computer aided design and manufacturing. The Calibre Institute, attached to

the University of Eindhoven, developed a system for Espeq, a group of 300 companies in the building trade. It created electronic images of three houses complete with interiors which house purchasers could walk through, inspecting the various rooms. According to Espeq, during the two days the VR system was in use, more houses were sold than in any previous two-day period.

Division has just developed a 24,000 tool called dVISE which enables designers who have created conventional two dimensional designs to turn them into three dimensional virtual models, giving them the opportunity to view their work as if it had been manufactured. Mr Grimdale believes that this kind of software can be used to ease customers into VR.

Third, simulation and training. Mr Grimdale says: "This has exciting cost implications. Suddenly we can create effective simulations in which the user gets a full 360 degree view for perhaps one tenth of the current cost." Conventional aircraft simulators cost several million pounds and utilise five large mirrors and a similar number of computers. This can be replaced by two computers and a headset with display screens in front of the eyes. Whole battlefield training systems may be only eight years away.

Finally, scientific simulation. Glaxo, for example, uses VR for molecular modelling, while Matsushita is using a system for air flow simulations. Shell is experimenting with seismic models.

Entertainment is some 30 per cent of the market today but that is likely to fall as companies make greater use of VR in computer-aided design and simulation.

The overall market is currently growing at 80 per cent to 100 per cent a year from, admittedly, a very small base. The technology continues to be a primary driver, however: "What really excites me is the staggering rate at which graphics technology is evolving," Mr Grimdale says.

Azlan plans stock listing this year

Azlan Group, a distributor to the network computer market, is planning to seek a listing before the end of the year.

Azlan, which also provides complementary technical services including support and training, employs 180 people and conducts its activities primarily from premises in Wokingham and York. It this year commenced operations in Germany and Denmark.

The company, founded in 1984, was acquired by Logitek in 1989. Two years later, Mr David Randall, who had been managing director since 1986, led a £6.5m management buy-out supported by a group of institutional investors led by CINVA.

Sales have grown by a compound 47 per cent a year over the last five years and in the year to March 31 1993 reached £41m, with pre-tax profits of £3m.

Ladbroke dismisses debt allegations

By Michael Skipinker, Leisure Industries Correspondent

LADBROKE GROUP yesterday dismissed as "misleading and misconceived" a weekend press article querying how much of its £1.34bn debt was secured against assets.

The article in the Mail on Sunday alleged that £90m of Ladbroke's debt had been secured on specific assets.

The newspaper said ABN Amro, the Dutch bank, had taken a charge on a Ladbroke's debt worth about £90m.

The company said last week that only £21m of its debt was secured.

An injunction by Ladbroke against the Mail on Sunday was lifted last week after the newspaper agreed not to make allegations about Ladbroke's debt without providing written notice.

The company said yesterday: "The charge in favour of ABN Amro Bank is a short term banking arrangement on a

back-to-back basis. It was entered into as part of the company's international tax planning arrangements, whereby a temporary loan was granted in Dutch guilders at one branch of the bank and matched on a back-to-back basis by a company deposit in guilders at another branch, the latter being available for off-set. Aside from this one arrangement, the company's position in relation to unsecured debt has not changed."

Ladbroke said yesterday the arrangement was a common one, providing benefits to both the bank and the company. The bank had a deposit to match the loan it had made. The company could earn interest on the deposit which could be set against losses for taxation purposes - reducing the tax paid on interest earned. The group also denied that Mr Cyril Stein, a recent announcement that he would retire as chairman, followed pressure from institutional investors.

Aminex plans Russian oil production venture

AMINEX, the oil exploration group which is partly owned by Russian shareholders, is in advanced talks on setting up a joint venture in the former Soviet Union with an oil production company.

The group, which also announced more than doubled pre-tax losses of £124,860 (£19,000), against £280,415, for the six months to the end of June, said it expected the deal to be completed by the end of the year.

Mr Brian Hall, chairman, said Aminex intended to offset

any political risk by eventually rebuilding the group's US production. The company said its operating leases in Texas to help reduce debt and overheads. The disposals were partly behind the decline in gross revenues from £190,607 to £24,904 in the first half.

The pre-tax losses were exacerbated by the £73,883 exceptional cost of a failed bid for fellow Irish oil group, Tuskar Resources, earlier this year. Losses per share were steady at 0.01p. The shares closed 1½p down at 54½p.

Hillsdown sells two Scottish abattoirs

Hillsdown Holdings, the food group, has announced the sale of a further two Scottish abattoirs in line with its planned withdrawal from the red meat slaughtering industry.

The abattoirs, at Inverurie and Edinburgh are being sold to the ANM Group, an Aberdeen based abattoir and agricultural auction operation. The business being sold currently employs 244 people.

Green Property in shopping centre deal

Green Property, the Dublin-based property investment company, has issued 795,537 shares, or 5 per cent of its equity, to PDFM as general partner for PDFM Property Partnership at a price of 130p per share.

In addition, Green Property (UK) and PDFM Property Partnership have jointly acquired the Broadway Shopping Centre in Devon for some £10m.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding dividend	Total for year	Total last year
Computer People	10p	12	0.65	3.5	0.65
Essex Furniture	5p	15	1.5	3.5	2.75
Highland Dist	5p	15	4.9	4.9	6.6
Laurus Inds	10p	15	0.58	0.5	7
Pagan Homes	10p	15	4.65	4.65	5.85
Tay Homes	10p	15	4.65	4.65	5.85

Dividends shown pence per share net except where otherwise stated. £50M stock. *Enhanced scrip dividend available. *Irish currency.

MAES Funding
No. 1 PLC

£250,000,000
Mortgage Backed
Floating Rate Notes due 2018

Notice is hereby given that the Rate of Interest has been fixed at 6.2% for the interest period 8th October, 1993 to 10th January, 1994.

The interest amount payable on 10th January, 1994 will be £1,594.71 in respect of each £100,000 denomination.

Agent Bank
8th October, 1993

Rallies in coffee and cocoa prices surprise traders

FOUR CITIES PARTNERSHIP

Tuesday October 12 1993

Nancy is a city with self-confidence – and a high IQ: Page 11

Karlsruhe has a long history as a technology centre: Page IV

Four medium-sized European cities, each of regional importance, have formed a loose alliance in the quest for faster development. Tim Burt looks at co-operation between Nottingham in the UK, Nancy in France, and Karlsruhe and Halle in Germany

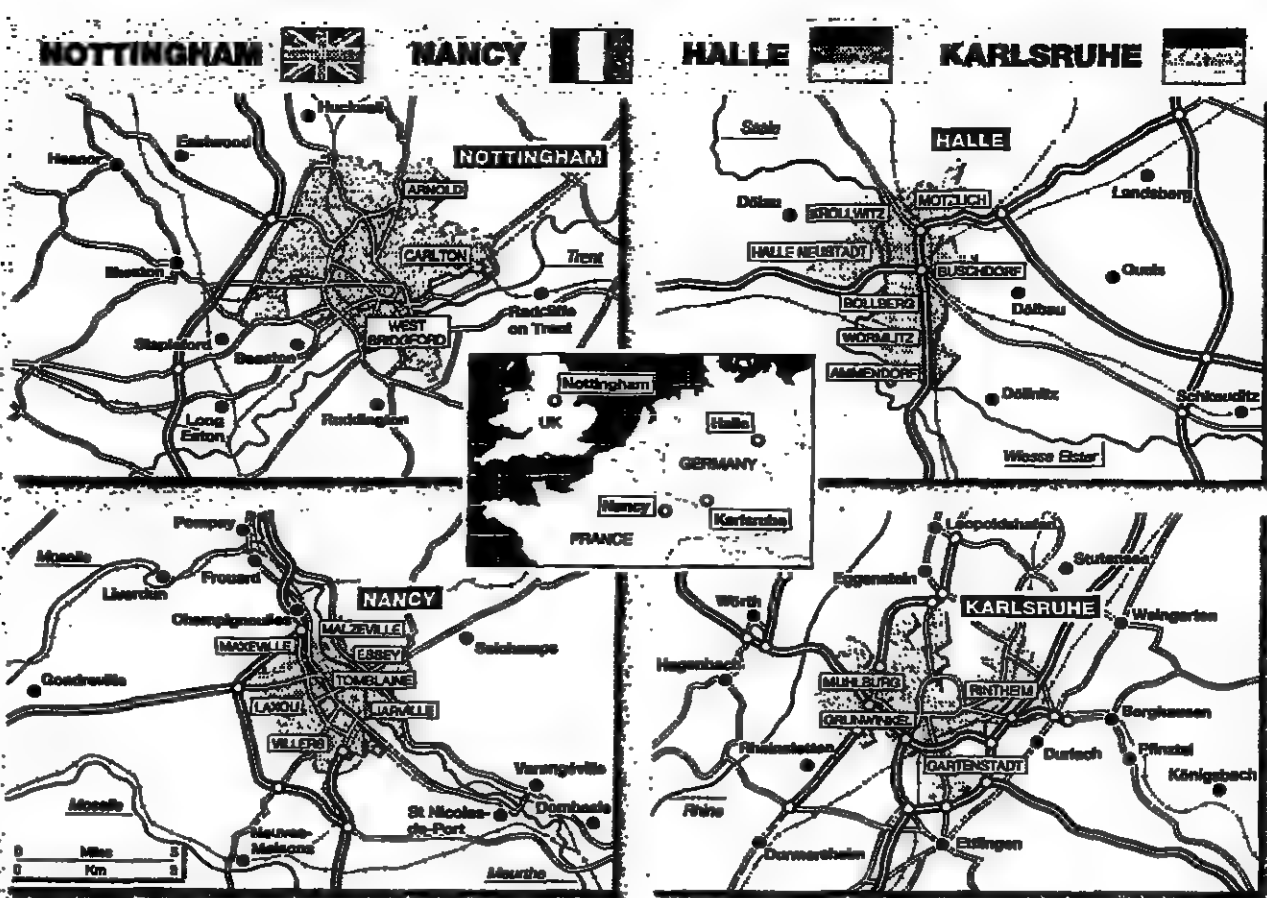
A quartet tunes up

THE creation of the Single European Market, bringing with it a lifting of economic frontiers across Europe, has forced not only national governments but also individual cities to re-examine the ways they do business. A number of cities which have seen their former industrial bases decline have begun to cast around for international partners. The prize is access to new export markets and the prospect of attracting inward investors. There is also the opportunity to learn from the experience of other similarly-sized cities or regions with similar industrial and economic problems.

Nottingham, the *de facto* capital of the East Midlands, is one example. By the late 1980s, it was clear to council officials that they had to widen their economic horizons if the city was to rediscover the formula which a decade earlier had helped make the region one of the most buoyant in the country.

Three years ago, the city's economic development committee approached its namesake in Karlsruhe, the German university town in the state of Baden-Württemberg.

Attracted by the idea of a loose alliance, fuelled by an exchange of industrial expertise, research projects and joint business ventures, Karlsruhe



invited its own twin cities of Nancy in eastern France and Halle in the former East Germany to join the group – giving rise to the formal launch of The Four Cities Partnership 18 months ago.

Karlsruhe itself has managed very successfully over recent years to find a new role for itself, and new prosperity. As such it is perhaps the partner with the most to offer.

Once the capital of Baden, it lost out to Stuttgart which became the chief city of the merged Baden-Württemberg land, but it refused to allow the polarisation of business round its Swabian rival to relegate it to a backwater.

The economy of Baden-Württemberg has been weakened by its dependence on big employers such as Daimler-Benz, and state unemployment has increased from 4.8 per cent to 6.7 per cent.

Karlsruhe, however, has been protected from the worst of the recession by a diverse economy – even though unemployment has increased to 6.5 per cent. The city has developed an economy based on service industries and is home to some of the country's leading research institutions.

Nancy, for its part, has been affected by the decline in heavy industry around Lorraine. But, as in its German twin city, unemployment has

been contained by the concentration of service companies and large academic institutions. Unemployment in Nancy is 10.4 per cent against a national average of 11.7 per cent in France.

Nottingham is having to come to terms with a rundown in the local mining industry, following the decision by British coal to close two nearby pits, and there are fears that the knock-on effects on the local economy could undermine the recovery among local companies. Unemployment totals in the city, at 11.6 per cent, are already worse than in its continental partners.

The city retains, however, a diversified industrial base, including the headquarters of one of Britain's biggest companies, Boots the Chemist, the retailing to drugs group.

Like Nancy and Karlsruhe, Nottingham has also seen

strong growth in services. Recent arrivals in the city include the Inland Revenue and English Heritage.

Halle, by contrast, has problems of a different scale, and in theory it has most to learn from its richer neighbours. Once the powerhouse of its region, the unification of Germany has rendered Halle's manufacturing, machine tool and chemical industries uncompetitive, and about 40 per cent of the workforce is unemployed.

In the limited time since the partnership was formed the city partners have put in place a number of exchanges between businesses, academics and individuals, but so far they have not been able to take many of their joint initiatives beyond the discussion stage.

But some tangible projects are now beginning to emerge. Among these is the establish-

ment of technology regions based on a successful model in Germany. Designed to attract new companies with promises of cheap and readily available factory space and skilled workers, the technology zones have been taken up in all four cities.

Universities in each city have also embraced the alliance. There are student and academic exchange programmes under way and a pooling of expertise. For example, a business graduate from Halle could seek the advice of management buy-out research centre in Nottingham.

The exchange of expertise has also been taken up by city planners. The main beneficiary of this so far has been Nottingham, where officials developing a rapid transit system have been able to consult executives operating an existing network in Karlsruhe.

Inevitably there are some

problems in the relationship between the cities; some of the links between them work more effectively than others. These problems are more of tone than of substance, however, and partnership officials are determined to solve them.

City leaders backing the Four Cities Partnership believe, too, that investment by the partners in each other's cities will come – given time. They acknowledge that the recession in Europe has delayed their vision, but are adamant that it has not been derailed.

All four are determined to press ahead with their alliance, which they regard as a vital building block for future development. They also believe that they are creating a model which other cities and regions across Europe will find well worth examining and adapting to their own needs.

NOTTINGHAM

The patient is on the mend

THE RECESSION in Britain wounded Nottingham. But the economic injuries inflicted on the city have not scarred it permanently.

Unlike other cities, where dependence on a single industry or employer has left large sections of the workforce facing unemployment, the self-proclaimed capital of the East Midlands has been protected by a diversified economy.

The full impact of the recession was defused because the shock waves were spread across a large number of employers.

While the collapse of Swan Hunter devastated parts of Tyneside, or the loss of British Aerospace cast a pall over Hatfield, Nottingham was able to fall back on a mixed economy based on textiles and a clutch of large companies such as Boots and Raleigh and a host of small manufacturers.

But Nottingham did not emerge unscathed. British Coal's decision to close the nearby pits of Cotgrave and Silverhill has dealt a serious blow to the mining workforce. Nottingham County Council estimates that the full effect of pit closures could lead to a 15 per cent shrinkage in the area's gross domestic product.

The knock-on effect of the closure programme has yet to be felt, but the county council claims that for every two jobs which disappear from the mines, another goes outside. There could be serious implications for an economy where spending by mines on goods and services has been estimated at £210m a year.

Redundancies among miners are likely to exacerbate high levels of unemployment in parts of Nottingham. Although unemployment of 11.6 per cent in the Nottingham travel-to-

work area is only 1.3 per cent above the national average, some inner city wards have suffered disproportionately. Unemployment in Radford is estimated at 44 per cent; 39.2 per cent in Lenton; and 35.2 per cent in Forest.

These pockets of high unemployment reflect small business failures and the shake-out of jobs by companies introducing labour-saving technology.

Overseas inward investment, a big priority for the city council, has not yet produced the results to offset such deprivation. Five inward investment projects last year created just 117 jobs in the city, according to Invest in Britain, the department of trade and industry's development agency. By contrast, unemployment in Nottingham's 10 worst-hit wards exceeded 10,800 in the year to July 1993.

In its determination to counter the decline, the city council has launched an economic development strategy aiming to deal with the effects of social deprivation. The goals include capitalising on the strong growth in the services sector, protecting the diverse industrial base and emphasising the role of the excellent higher education facilities in helping new companies.

The ideas are ambitious but attaining them is another matter. Any of the 1,340 miners facing redundancy at Cotgrave or Silverhill would probably be sceptical; Mr Jim Taylor, director of development at the city council, is not.

Continued on next page

FOUR CITIES

for the future

Nottingham, Halle, Nancy, Karlsruhe: four cities that have seen the way forward and are facing the future in a unique partnership.

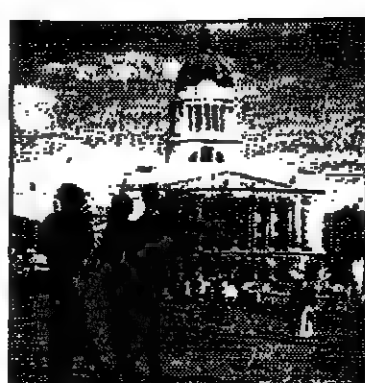
The strengths that the Four Cities have in common include skilled and flexible workforces, major universities and industrial research facilities, excellent transport infrastructures and a strong commitment to continued development.

The Four Cities also have individual strengths from which each of the others may benefit. For example, Nottingham has learned from Karlsruhe's well developed technology strategy, enabling it to become the UK's first Technology Region. Halle is equipped to attract major investment, having learned from Nancy's highly acclaimed programme of urban and industrial regeneration.

In addition, the Four Cities have combined strengths that are more than the sum of their economic skills and industrial expertise. The connections, gateways and knowledge to which they have access offer a winning advantage to a wide range of businesses.

If your organisation can benefit from the strengths of the Four Cities – whether you are an investor, exporter or potential partner – please do not hesitate to contact any of the following:

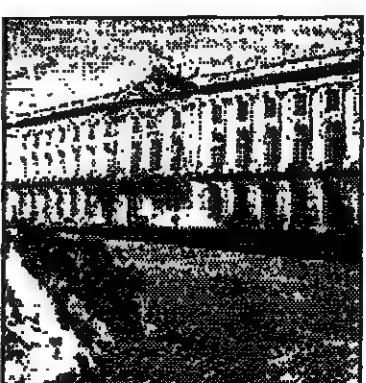
Nottingham:	Jim Taylor	Tel +44 602 350950	Fax +44 602 410333
Halle:	Heinz Friedrich Franke	Tel +49 345 840 3000	Fax +49 345 216 90
Nancy:	Véronique Bouré	Tel +33 83 17 42 03	Fax +33 83 17 42 30
Karlsruhe:	Horst Zajonc	Tel +49 721 133 7300	Fax +49 721 133 7309



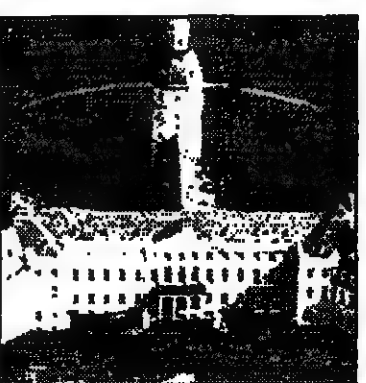
Nottingham



Halle



Nancy



Karlsruhe

FOUR CITIES PARTNERSHIP II

Nottingham plans a new transit system to relieve pressure on roads

Motorists queue to get in

TRAVELLING into Nottingham can be wearing. Rush-hour commuters know they are near the city centre when the traffic grinds to a halt.

The capital of the East Midlands has congestion worthy of a metropolis three times the size. At peak times, queues of motorists jostle with buses, which have crowded into the city following deregulation and the decision of rival companies to compete head-on.

Planning officials have inadvertently made the problem worse by turning a number of city streets into pedestrian malls, leading to delays and jams on remaining roads when buses stop to pick up passengers or trucks make deliveries. To the west of the city, the congestion stretches into the suburbs where motorists travelling in from the M1 motorway are filtered on to a single-lane road.

Mr Malcolm Reece, chief executive of Nottingham Development Enterprise, has no illusions about the dilemma. "Compared with similar European cities our infrastructure is a problem. Our road links are poor - you have to queue to get into the city. That is a bad sign."

Aware of the deterrent effect of poor infrastructure to businesses and consumers, Nottingham is planning a new transport system to ease the jams.

The city is going back to the future. Like other British cities which ripped up tramlines in the 1950s, Nottingham is looking wistfully at light rail systems to take pressure off the roads.

Planners in the East Midlands are following the example of their colleagues in Manchester, Sheffield and Birmingham, which all have new transit systems in operation or under development.

Karlsruhe, one of the prime movers in the Four Cities Partnership, has also offered technical expertise to Nottingham

Although systems elsewhere in the UK are more advanced, Nottingham Development Enterprise (NDE), which is masterminding the project, says it has been successful in forging links with overseas cities with rapid transit systems in place.

Citing the advantages of rapid transit - involving light rail carriages capable of running on regular railway track or mingling with road traffic on street rails - NDE claims that a similar system in Grenoble "immediately attracted 85,000 users every day".

Karlsruhe, one of the prime movers in the Four Cities Partnership, has also offered technical expertise to Nottingham.

German officials have acted as advisers on proposals for a 265m line stretching north from the city centre to the outlying village of Hucknall.

Advice from Karlsruhe has focused on the German city's pioneering model of track sharing between trams and regular trains. If adopted in Nottingham, trams would intermingle with trains on a five mile section of track currently operated by Regional Railways, the division of British Rail, between the suburb of Basford and Hucknall.

Officials at VBK and AVG, the two companies operating the Karlsruhe system, have also offered information on vehicle selection, maintenance and civil engineering. The aims - to relieve congestion, attract more consumers, retailers and new businesses into the city - are laudable. But there is considerable doubt over whether it can get off the drawing-board.

The department of transport has told city authorities around Britain that it can afford to make grants available to one rapid transit system a year. But Nottingham is some way down the pecking order in the list of applicants.

Sheffield is expected to win the next tranche of state aid for its system, with Birmingham next in line. After that, Croydon, Leeds and Nottingham are all vying for contention.

With increasing curbs on public sector spending, the government may not be so well disposed to rapid transit schemes by the time Nottingham reaches the front of the queue.

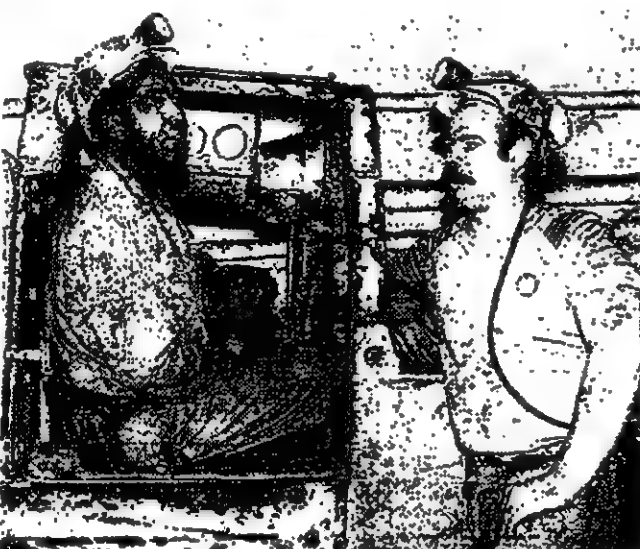
"I don't know when the government will have the money," admits Mr Reece. "So we have to spread the risk."

The enterprise agency is seeking private backing for the venture and says local companies have raised £700,000 out of £2m committed so far. That leaves a yawning gap in the financial arithmetic; the money raised is only a fraction of the sums needed and the government may be reluctant to pick up the shortfall.

Nottingham, however, is determined to reform its transport infrastructure. It could do worse than looking at Nancy, where the city opted for trolley buses in preference to trams. Development costs for the system, a hybrid between buses and light rail, were offset by a levy on businesses.

It could be an attractive option in the East Midlands, where the dreams of a rapid transit network are a long way from reality. Whichever system the city chooses, Mr Reece knows there must be a change. "If there's no public transport relief the city will lose economically. The consumers and businesses will go elsewhere."

Tim Burt



Some 1,340 miners face redundancy at Cotgrave and Silverhill. Peter Rafter

The patient is on the mend

Continued from previous page

Mr Taylor, a leading advocate of the Four Cities Partnership, claims Nottingham already has the strength to become the economic powerhouse of the East Midlands. He points to the success of companies such as Boots, whose pharmaceuticals division is headquartered there; GEC Plessey Telecommunications; ZF Gears; and Central Television as examples of how the city is moving away from traditional industry.

While acknowledging there are problems of deprivation, Mr Taylor says: "We've got the best city centre management scheme in the country. There is £37.5m of City Challenge money going into rundown areas and we've cleaned up 3,500 buildings in 10 years."

His optimism is echoed, albeit cautiously, by Nottingham Development Enterprise, the local business promotion agency. Mr Malcolm Reece, the agency's chief executive, believes the recession has changed the culture among companies seeking outside investment. "Companies now realise our future lies in Europe. It would have been good if that had been recognised five years ago, and the Four Cities Partnership is a response to that," he says.

The move toward Europe

reflects the need to refocus on new markets, according to the enterprise agency, and, if successful, should soften the blow of pit closures.

The city aims to lure inward investors with attractive incentives such as its stable and low wage workforce. The average gross weekly pay for male workers is £270, compared with a national average of £300; while the average number of days lost to strikes is the second lowest in the country.

The accountancy firm of Price Waterhouse, meanwhile, claims the region's prospects have been increased by a recent survey showing that 81 per cent of businesses thought they had now experienced the worst of the recession, against 59 per cent in 1992.

Aware of the need to capitalise on signs of increasing confidence, Nottingham has taken on some ideas pioneered by its sisters in the Four Cities Partnership. These include setting up a technology region offering low cost sites to innovative design companies modelled on a similar scheme in Karlsruhe; a rapid transit system, on which the developers have sought German advice; and putting increased emphasis on international links between academic institutions.

The Four Cities Partnership, however, is not responsible solely for these initiatives. It is

a useful arena for exchanging expertise and development proposals but it does not have the muscle to force through change. That is up to the partners themselves, and Nottingham would have to develop plans to safeguard its economy whether the partnership existed or not.

For the city, therefore, inward investment means not only attracting continental companies but also wooing business from elsewhere in the UK. Citing some success in this strategy, the city council says it has persuaded the Inland Revenue and English Heritage to move to Nottingham as part of a £90m relocation package. It also hopes to site a Channel tunnel freight village at Toton sidings on the city fringes.

Mr Taylor is certain that this mixed response to the recession is the right way to cure Nottingham's economic ills.

The prospects for a recovery have been boosted by the presence of finance houses in Nottingham with venture capital to aid expanding companies.

Mr Roger Cole, director of 3i in Nottingham, says companies that survived the recession now need to raise new equity. "It's helpful to be close to your financiers. All the major firms of accountants have offices here, as do most of the clearers."

Assessing the local economy, he adds that fewer "distressed" parent companies are selling off subsidiaries and most employers are happier with domestic orders and export growth than a year ago.

By his analysis, if Nottingham was characterised as a patient recovering from a trauma then it would be out of intensive care. The prognosis is hopeful: stable and getting better, but not able to get out of bed yet.

Tim Burt

Profile: Sir David White

No friend to sacred COWS

SIR David White is tired of waiting for Britain's politicians to reach agreement on Europe.

The industrialist, regarded by many businessmen in Nottingham as the city's corporate champion, puts his frustration bluntly: "We have spent the last 20 years in Parliament arguing about Europe and it's getting in the way of business. Most companies recognised years ago that we couldn't screw around, we had to get on with the market."

Companies faced a clear risk by waiting for parliamentary approval: their overseas competitors would proceed without them - forging alliances to pave the way for orders worth millions of pounds. If businessmen regarded the European Community with the same suspicion as the Eurosceptics at Westminster, lucrative contracts would have been lost and thousands of jobs threatened, says Sir David.

Speaking in his oak-panelled office at Nottingham Health Authority (which Sir David has added to his clutch of chairman-posts, along with Nottingham Trent University and Mansfield Brewery), he says that securing such contracts depends on creating a climate of mutual trust between trading partners.

As an initiative to foster that trust, the Four Cities Partnership is a valuable asset - albeit a delayed one - for companies operating out of Nottingham, he adds. "It may be that we've got away with it because other countries such as the US have not taken advantage of the EC market while we've been faffing around."

Now that the partnership has been formed, Sir David - a former deputy chairman of National Freight Consortium and founder chairman of Nottingham Development Enterprise - says companies should waste no time in exploiting the opportunity to establish a greater presence in Europe.

Citing the success of the Mansfield Brewery in winning export orders to Russia, he warns companies to develop a keen sense of customer tastes if they are to win the kind of contracts that secure jobs at home. "It's not just about getting your feet under the boardroom table but under the kitchen table. We must make every effort to understand our customers - if we get to know them culturally then we can judge their foibles and moods."

Winning the trust of companies and politicians overseas demands flexibility among executives and councillors in Nottingham. Sir David says businessmen may have to give up some sacred cows if they are to establish that trust - primarily the adherence to sterling rather than a single European currency.

Sir David sees the Four Cities Partnership's main role as changing perceptions over links with Europe. "If it creates closer relations that would be helpful, but it's really just setting the scene rather than producing jobs."

Tim Burt

NANCY

City with a high IQ

NANCY is a city with far more self-confidence than the surrounding region of Lorraine.

This is not surprising. It was always going to be easier for this city of services, with its three universities, 45,000 students and long cultural tradition, to adjust to a post-industrial future than Lorraine, hit by the triple decline of coal, steel and textiles.

Nancy, too, naturally thinks of itself not just as a regional but also as a European scale. Many of the bewildering number of institutions in the city have "European" attached to them, as in the city's "European university pole" or "European enterprise and innovation centre"; or "international", as in "International Water Centre". It is as if the city believes that whatever it is doing should automatically be of significance to the wider world.

If this sounds as though Nancy is getting above its station, it should be remembered that it did once occupy a rather high station as an independent principality which only joined France in the mid 18th century.

Its last ruler was Stanislas Leszczynski (1737-55) who, after losing the throne of Poland in yet another division of that country, accepted Lorraine's invitation to come and rule it - near to his daughter, who was married to Louis XV. He then used his own money, and his son-in-law's, to great effect by creating the Place Stanislas and the rest of the rococo heart of Nancy.

A century later Lorraine was split into two. Metz and the eastern part were annexed by Germany from 1870 to 1919, and Nancy was left very much on the front line as the standard-bearer of French revanchism.

Baron Bernard Guerrier de Dumast, a vice-president of the Greater Nancy Development Agency (ADUAN) and scion of one of Nancy's oldest families, describes the legacy of this chequered history. "First, it made Nancy a far more Latin city than its neighbours, even to the point of making it more Florentine than French, a city of intrigue still which harks back to the time of a prince, a court and courtiers."

"Second, and more positively, it is a city with a capital spirit. Metz became Lorraine's military and administrative capital, but Nancy remains its cultural and even economic centre, harbouring no fewer than 450 regional headquarters of private companies and public authorities."

"Third, Nancy, like Lorraine, has been squeezed over the centuries between the Holy Roman and German empires on the one hand, and France on the other, and thus invaded a lot. But it has left it undeniably a European city."

Today's "prince" of Nancy is its mayor, Mr André Rossinot, a former doctor who is now also the minister for France's large civil service in the Balla-

dur government (see profile). Mr Rossinot has no doubts about his city's place in the European sun. With the eastward extension of the TGV (train à grande vitesse) from Paris to Nancy, Strasbourg and eventually points in Germany, he says, "We will no longer be a frontier zone leading nowhere, but at the heart of the Moselle-Rhine basin."

The mayor does not rate the TGV as a miracle cure, but simply "as one of the criteria by which companies will now judge where to invest." However, as a result of the Balladur government's latest plan, Nancy is scheduled to get its TGV link with Paris several years before Strasbourg - a fact which Nancy's developers hope to exploit.

Even without the TGV Nancy is not suffering unduly. To the extent that the city has problems, these stem from the decline of industry on its periphery. To the north and south west, it has the former steel-making basins of Pompey and Neuves Maisons. In Dombsie, to the south east, it has the chemical plants of Solvay and Rhone-Poulenc, which are

Industry provides only 10 per cent of private sector employment for greater Nancy's 350,000 population

in better shape.

In all, the periphery still provides 12,000 industrial jobs. But, as Mr Gérard Rongot, director-general of ADUAN, says, industry provides only 10 per cent of private sector employment for greater Nancy's 350,000 population, while services account for 70-80 per cent, with the construction sector filling the rest.

Unemployment is a little more than one percentage point below the national average (10.4 per cent as against 11.7). There are several reasons for this. According to its secretary-general, Mr Jean-Luc Robaux, St Gobain's Pont à Mousson pipe-making division has laid off none of the 3,000 workers it employs full time in the town of that name. At the same time, however, the Pont à Mousson executive remains rather pessimistic about worldwide over-capacity in iron pipe-making.

Mr Robaux lauds the "long-standing savoir-faire" of Pont à Mousson iron-forgers. If so, it is hard to see why the French company would want, or need, to continue making anything as basic as the cast iron manhole covers which Mr Robaux complains are coming in large and cheap quantities from eastern Europe.

Some local banks have done their bit, as Mr Bernard Yoncourt, president of SNVB, explains. To the charge that banks are letting new or small companies go under in the present recession, Mr Yoncourt retorts that not only is SNVB

still lending to one in three of every small and medium sized company in its catchment area (the Seine-Marne, the Champagne Ardennes and Lorraine regions), but its venture capital fund invested FF50m in new companies last year.

But the most important influence is the economic stability provided by Nancy's outsize academic population - 45,000 students act as a steady "employer" of some 5,000 people to teach them, and perhaps as many again to house, feed, transport and entertain them - and the technological hope for the future represented by the numerous government and university laboratories, and the 15 grandes écoles for engineers and managers, clustered in and around the city.

Local politicians, businessmen and university leaders have joined together in an effort to try to put all this pure research to commercial use. This has helped to create new businesses (see accompanying article) and to preserve existing industry.

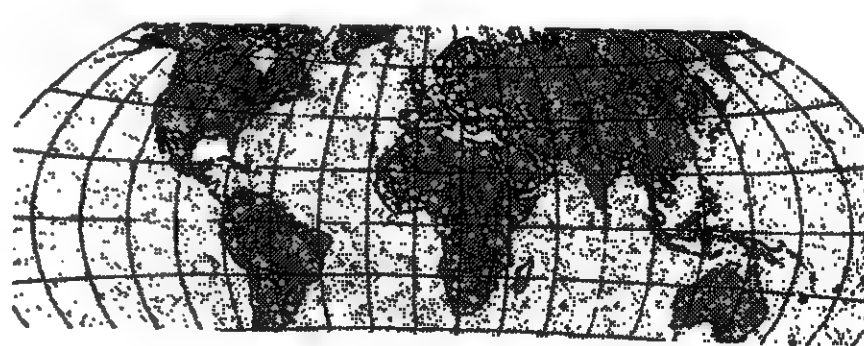
Mr Henri Bégorre, mayor of the Nancy suburb of Maxéville and the politician responsible for dealing with all the universities in the city, estimates that the universities have been very important to the survival of the local subsidiaries of Rhone-Poulenc, the chemicals group, and of SGS-Thomson, the semi-conductor maker which has now sold its Maxéville plant to a Hong Kong group. In stepping in to help business, Nancy's academia is returning past favours from locally-established business. Solvay, for example, helped to found Nancy's école de chimie.

By the high standards of eastern France, Nancy has attracted a reasonable but not spectacular amount of foreign investment. Notable among investors are Kimberly-Clark of the US, making Kleenex; Ferruzzi, in food; Klarion of Japan, in car radios; Bauer of Germany, in electric motors. Nancy is choosy. "We don't want bounty-hunters, because we have not got big bounties (in the form of EC, national or regional investment incentives) to offer," says Mr Bégorre.

"What we want are companies with the right strategies," he says. He gives an example: a Nancy university invention in anti-adhesives, better known as non-stick materials, which has applications not only in the kitchen but also in reducing friction in motors. "One of the bidders is a company called Tefal, which obviously needs to sort out its marketing image with Teflon of the US if it is to be competitive with other possible exploiters" of the university invention.

This is typical of the slightly know-all attitude of many of Nancy's leaders. But, then, some of them do know a lot. Nancy is a city with a high average IQ.

David Buchan



There's a part of Karlsruhe at work in almost every vehicle worldwide.

Bosch Automotive Aftermarket Division is situated in Karlsruhe. More than 80,000 automotive parts are handled in one of the most sophisticated distribution centres. The majority of Bosch automotive aftermarket business is carried out through a network of specially selected sales and service outlets in up to 130 countries. Wherever you are, wherever you need us. We are there to serve you. Bosch is No. 1 in the world of motoring.

BOSCH

NOTTINGHAM

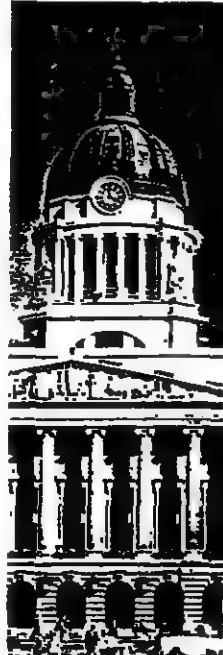
Robin Hood was merrie here,
Charles I raised the Standard here,
Byron rested here,
General Booth found Salvation here,
Bendigo boxed clever here,
lesse Boot dispensed here,
Raleigh cycled here,
D.H. Lawrence loved here,
Players pleased here,
Brough was Superior here,
Torvill and Dean were put on ice here.

WHERE ARE YOU?

Make some history of your own in NOTTINGHAM

Contact the Property Information Service for details of business premises available throughout the City

Development Department, Exchange Buildings North, Sankley Row Nottingham NG1 2SE Telephone (0602) 350951



NOTTINGHAM INDUSTRIAL AND COMMERCIAL PROPERTY REGISTER

The Property Information Service is responsible for this publication and in addition for a wide range of property-related advice to both local and out-of-town businesses.

All those who might gain by talking to Andrea Middup are openly invited to make contact, confidentially if necessary.

If you have not already spoken to Andrea and would like to receive the next three copies of the Property Register please telephone Nottingham (0602) 350951 or Fax: (0602) 410333.

Every effort is made to ensure that the details given in the register were correct at the time of publication but their accuracy cannot be guaranteed. The details given do not constitute an offer of a contract. You are advised to enquire about current availability before viewing.

The sale prices and rents for land and premises may be subject to the addition of VAT at standard rate. In all cases prospective purchasers or tenants should satisfy themselves with regard to the VAT position and if necessary seek appropriate professional advice.

BGS British Geological Survey Keyworth Nottingham NG12 5GG

A world leader in technological innovation in the geosciences

The BGS is proud to be involved in Nottingham City Council's technology initiative

For further details contact: Brian Stephenson, Head of Marketing - 0602-363290

A LEADING CENTRE OF EDUCATION, LEARNING, RESEARCH AND PROFESSIONAL PRACTICE

The Nottingham Trent University offers a wide range of degree, diploma and professional courses in the following subject areas:

- Art and Design
- Engineering and Computing
- Environmental Studies
- Law, Economics and Social Sciences
- Education
- Science and Mathematics
- Humanities
- Business

Full-time, sandwich and part-time study opportunities are available.

The University also offers an extensive range of services to industry, commerce and the professions, including contract research, consultancy, short courses, conferences and workshops.

For further information contact the Academic Registrar (courses), or the Commercial Centre (services to industry), The Nottingham Trent University, Burton Street, Nottingham, NG1 4BU. Tel (0602) 418418.



Profile: André Rossinot, mayor of Nancy

Regional double act

MR André Rossinot's two jobs, as France's civil service minister and mayor of Nancy, incarnate two trends in today's Europe: the way in which provincial cities and regions are gaining power at the expense of the national state; and how they are allying with each other across national borders.

Mr Rossinot has a special brief to continue with all deliberate speed the transfer of French bureaucrats out of over-crowded Paris to the more sparsely populated provinces.

For a UDF politician such as Mr Rossinot, it is the ideal job. The UDF has long been in the ruling coalition - the RPR, Gaullists, who inherit the centralising tradition of the Bourbon kings and the Jacobin revolutionaries - has been only reluctantly convinced of the need in recent years for some devolution of power.

But Mr Rossinot cautions that "the idea of regions is new in France" - a regionalisation law passed in the early 1980s only really took effect in 1988. Interviewed in his stately office overlooking the Place Stanislas, he also complains that his Socialist predecessors gave *délocalisations* (the transfer of government offices out of Paris) a bad name by being "too brutal". Prime minister Edith Cresson's peremptory ordering of the famous Ecole Nationale d'Administration (ENA) from Paris to a refurbished prison in Strasbourg led to legal problems, which Mr Rossinot and others in the Balladur government have subsequently had to sort out.

Nonetheless, Mr Rossinot is sticking to Mrs Cresson's plan for an exodus of 30,000 civil servants out of Paris by the end of this century, so far a tenth have left the French capital. Indeed, the mayor-minister says he intends to make *délocalisations* a permanent feature of French territorial planning.

"We have the advantage of



Mairie de Nancy - the town hall

having more space than Britain to work with, but we also have the disadvantage of over-concentration in some urban areas and desertification in some parts of the countryside". The Balladur government will continue to shift new powers, such as responsibility for professional training, to the regions, says Mr Rossinot.

As mayor, Mr Rossinot has been able to preside over his city's growing international links. Although Nancy is also twinned with Padua in Italy, Liege in Belgium, Kanazawa in Japan and many others, its key relationship is with Karlsruhe.

Twinned with this German city 35 years ago was "an act of political courage," says Mr Rossinot. It has paid off since, and not just in terms of sporting, student and tourist exchanges. Karlsruhe has been very active in joining Nancy and other French and German cities to lobby for a high-speed Franco-German rail link. "As a result, the last two Franco-German summits have stressed the importance of extending the TGV east of the Rhine,"

says the mayor-minister. For Nancy, in its enthusiastic courting of Karlsruhe - which extends to close co-operation between the cities' universities in chemical engineering - Nottingham and Halle count for relatively little, despite the success of the 1991 joint exhibition by the four cities at the Hannover trade fair.

Nancy is still formally twinned with Newcastle. The only economic link seems to be a (not very successful) plant near Nottingham belonging to Pont & Mousson, the Nancy tube-maker. Some people in Nancy also express disappointment that Nottingham's interest in the four city arrangement is more in marketing and "Europeanisation" of the cities' image to impress the European Commission, rather than in establishing more basic business or educational links.

By contrast, Nancy may eventually be drawn much closer to Halle through the medium of its German sister town, Karlsruhe.

David Buchan

Nancy ideas and techniques enter the market

Sefam's show case

"WE will now probably go for external growth and make an acquisition or two - we've got plenty of cash," says Mr Pierick Haan, president of Sefam, a company which did not exist 10 years ago but is now the French market leader in breathing equipment for patients being treated at home.

Sefam (Société d'Etudes et Fabrication d'Appareillage Médical) is a show case example of how ideas and techniques in the laboratories of Nancy and the surrounding area can be successfully brought to market.

In his brand new offices in the Brabois science park on Nancy's southern outskirts, Mr Haan recalls how he and another engineer at the INSERM national health institute in Nancy, in 1988, conceived the idea of making small series of specialist equipment. But he says that their company only took off a couple of years later, when they started to make a respiratory machine invented by a Strasbourg neurologist.

"We were lucky enough to

emphysema. Last year Sefam sold some 4,000 respiratory machines, half in France and half in the rest of Europe.

The equipment does not come cheap; its Continuous Positive Pressure machine sells for about FF10,000. But the cost is generally borne by governments (except the UK's National Health Service, which is even more short of cash than its continental counterparts), because these machines allow patients to be treated at home - cheaper than hospital care.

With a FF70m annual turnover now, Sefam may have reached saturation point in respiratory equipment, but Mr Haan intends to target other "home care" products such as wheelchairs and electric beds for the handicapped.

Mr Haan says he is not a big fan of the local authorities' "nursery" programmes for infant companies - though Sefam benefited by only paying a nominal rent for its first two years on the Brabois science park. But that science park now has 12,000 people working on its 500 hectares. Mr Bernard Guerrier de Dumast, of Nancy's Development Agency, points out that the science park depends on bringing the university and business worlds together. "This requires con-

stant pressure. The moment you relax this pressure, the two sides fall apart."

Someone who has applied constant pressure is Mr Michel Gantola. In addition to founding a couple of companies in his own field, engineering materials, he used his 1988-92 presidency of the Institut National Polytechnique to federate this engineering faculty with Nancy's much larger universities. Thanks to Mr Gantola's efforts, Nancy's universities, like those of Strasbourg and Grenoble, are now considered by the French government to form a *poles universitaires européennes*.

This is not just a public relations effort to attract European Commission attention and money. It is a recognition of what Nancy's universities have done to pool research in areas such as engineering materials, industrial safety and cleaner manufacturing, and to improve foreign links. Nancy's French students are being given more facilities to learn foreign languages. Extra French is laid on to increase the share of foreign students in Nancy. Nancy is also reaching out to help universities in Poland and Hungary.

David Buchan

KARLSRUHE can legitimately claim to be Germany's dream city.

According to legend, the town came into being after the Margrave Karl-Wilhelm von Baden-Durlach fell asleep under a tree after a day's hunting. He dreamt of a splendid palace, with pathways leading up to the building like a fan. On waking he determined to move his court from Durlach and build the palace on the spot where he slept. Thus in 1715 Carol's-Ruhe - "Charles' Peace" - was founded.

It is no exaggeration to say that modern Karlsruhe retains the charm identified by its founder more than two and a half centuries ago. With 273,000 inhabitants it is the 20th largest city in Germany, bright and open. At its centre is the palace built by the margrave, and the expanse of the Marktplatz, surrounded by the 18th century facades built by the architect Friedrich Weinbrenner.

Following the contours of the dream, the rest of the city spreads out, fan-like, from the centre, its suburbs interspersed with parkland. The local food is more refined than the average German fare, reflecting the influence of France, barely 20km away. The scenic delights of Alsace and the Black Forest are likewise not far away.

Karlsruhe is a pleasant place to live, work and study, with none of the abrasive qualities of many of Germany's bigger cities. "It retains many of the qualities of a small town but lacks nothing that a large city can offer," claims Mr Horst Zajonc, head of the city's business promotion office.

The third largest city in the south-western state of Baden-Württemberg, after Stuttgart and Mannheim, Karlsruhe came late to industrialisation. In line of European warfare its geographical position close to the French border discouraged investment in manufacturing industry. Until 1962 it was the capital of the state of Baden, giving the city a reputation as "civil-servant city."

Germany's federal constitutional court ensures that Karlsruhe still plays a role as an administrative centre, but the city's regional importance diminished after Baden merged with the state of Württemberg to form what developed into the most prosperous of western Germany's *Länder*, and the city of Stuttgart became the state capital.

For years Karlsruhe trailed behind Stuttgart, as the former state of Baden failed to develop as successfully as Württemberg - or Swabia, as the eastern half of the state is called. Swabia is an almost mythical land, its inhabitants famed for their love of independence and hard work; technically minded entrepreneurs who built up corporate giants such as Daimler-Benz - Germany's biggest industrial company - or Robert Bosch, the car components group, not to mention dozens of medium-sized or *Mittelstand* companies which acted as the motor of Germany's post-war economic miracle.

The charms of Baden, its scenery and its vineyards, did not appear to compensate for the success of Swabia. Karlsruhe had to work hard to fashion for itself an identity. The city has built itself up as a technology centre (a term reflecting the presence of more scientists as a percentage of the population than anywhere in Germany), an abundance of research centres, and the Friedrichs Technical University, founded in 1826 and the oldest of its kind in Germany, together with many other technically-orientated higher education establishments.

Research institutes in the city include the federal nuclear research centre (Kernfor-

KARLSRUHE

Relatively resilient

schungszentrum Karlsruhe); three Fraunhofer institutes (one for system technology and innovation research, one for chemical technology, another for information technology and data processing, which is a special strength of the local university); a research centre for informatics; federal institutes for mathematics and data-processing, for nutrition, for hydraulic engineering; the state institute for environmental protection.

Some 10,000 people are employed in the city's research institutes. There are also numerous other institutes which specialise in converting research results into commercially viable products and processes. Karlsruhe has linked up with seven municipalities and two rural districts in Baden to form the so-called *TechnologieRegion Karlsruhe*, proudly sold as a mixture of "high-life and high-tech".

For decades, the "ideas factories" of Karlsruhe and neighbouring towns were not enough to give Baden the edge against the real factories of Württemberg. Now, amid Germany's worst recession since the second world war, the tables have been somewhat turned.

The Stuttgart region's dependence on the car-making industry and on machine-tool manufacturing means that Württemberg has become a German crisis region. Unemployment is higher than it has ever been. GDP for the state of Baden-Württemberg fell more sharply in the first six months of the year than for western Germany - by 4 per cent compared to 2.6 per cent.

It is easy to exaggerate the problems of the Stuttgart region - after all, its decline is from a very high base - but there is no doubting that it is suffering badly amid a crisis in

the European car making industry and the collapse in world demand for capital goods which has hit the state's machine-tool industry particularly badly. By contrast, Karlsruhe's economy, while hardly immune from Germany's recession, is looking more resilient.

"For the first time in 10 years our unemployment figures are better than the average for the state as a whole," Zajonc of the business promotion office says gleefully. In July last year unemployment in the city was 4.9 per cent compared to 4.6 per cent for Baden-Württemberg. In July this year unemployment had risen to 6.5 per cent for Karlsruhe - and to 6.7 per cent for the entire *Land*.

This relative resilience reflects the structure of Karlsruhe's economy: less dependent on manufacturing and on big companies than Baden-Württemberg as a whole. Man-

ufacturing accounts for about a third of the city's jobs. The average number of employees at the region's 10,000 companies is 180.

The service sector is well-represented: big local employers include the Karlsruhe Lebensversicherung life insurance company; the Badenia Bausparkassen investment company; the Landeskreditbank Baden-Württemberg, a regional bank; and the Heinrich Heine mail-order firm.

The region's heavy reliance on research institutes is not good for Karlsruhe's employment outlook: they are mainly public-sector bodies feeling the impact of the German government's need to cut expenditure. At the Kernforschungszentrum, for example, where 90 per cent of its DM700m budget comes from government grants, the workforce is set to shrink by 490 people - about 15 per cent - by the end of 1995.

Despite the clouds of unemployment, one fact ensures that Karlsruhe maintains some of the dream-like qualities of its origins. It gets more sunshine than any other city in Germany.

David Waller

Hans-Georg Zierlein of the constitutional court

Judicious watchdog

FOR the past few months Mr Hans-Georg Zierlein, director of the German constitutional court in Karlsruhe, has been watching with some horror the events unfolding in Moscow.

It was not so much the collapse of the Russian economy, or the political confusion, or even the sight of tanks firing rockets at the Russian parliament, which shocked him. It was the extraordinary political behaviour of the Russian constitutional court.

Mr Zierlein is director of the German federal constitutional court in Karlsruhe, spokesman for the court, head of protocol and chief of security, just to name a few of his functions.

He is not a judge, although he is qualified to be one, and has written learned papers on the functions of the court. Indeed, if he were a judge, he would have been long gone from the job: they must leave after a maximum 12 years. Mr Zierlein has been in charge of

the court's administration for 20 years, and in Karlsruhe for 22. And he remains impressively enthusiastic.

"You must not think that we are remotely like that constitutional court in Moscow. The president of the court there appears to be totally political," he says. "We have never been anywhere near that. Very occasionally, this court is accused of stepping across the borderline between the law and politics. Perhaps it is inevitable. But we are talking about the 49th case out of 500."

"It is recognised everywhere, inside Germany and abroad, that this court is an independent court. Our independence has played an important role in the stability and credibility of the German Federal Republic."

If Karlsruhe features in the headlines of the German press, then the chances are that the cause is the federal constitutional court. Alongside the

staunchly independent German Bundesbank, it is the institution which has done most to give German citizens a belief in the resilience of their post-war democracy, and the revival of a law-based state after the Nazi era.

"People trying to transform their countries from dictatorship to democracy look to our case as an example," Mr Zierlein says proudly.

The court is modestly tucked away in a grey marble-faced modern block in the palace gardens, self-effacing like so many of the federal republic's post-war institutions. Nonetheless, the court is being forced to play an ever greater role in German life, with a steady increase in the flow of complaints and appeals and constitutional quarrels being passed on to its judges by the political institutions of the state.

For a supreme court, it has the unusual distinction of being a single entity, but it is

divided into two chambers, or senates, each consisting of eight red-robed judges. "In 1951, when the court was founded, there were 800 cases in one senate, and none in the other," says Mr Zierlein. "So they had to change the division of powers, to balance the workload."

The number of approaches to the court now totals more than 4,000 a year. This year, the second senate alone has had to deal with reform of the abortion law, challenges to the Maastricht treaty, the dispute on where and when German troops can serve outside the Nato area, and the complaint by former East German spies that they cannot be tried under West German law for their offences.

The system is certainly cracking under the strain. But Mr Zierlein is not complaining. The court must remain scrupulously non-political, and seek to interfere in the political process as little as possible, he says - on the lines of the US Supreme Court concept of judicial self-restraint. The very fact that it is being used so much shows that it works.

Quentin Peel

The energy company that sets new standards of quality and innovation; that puts energy efficiency at the forefront of its business; that actively pioneers energy management to industry.

East Midlands Electricity is the energy company that shines through.

Many hundreds of businesses have improved their energy efficiency by working in partnership with East Midlands Electricity to benefit from:

- specialist energy efficiency advice - for companies in industries as diverse as catering, metallurgy and building services.
- Lincolnia Green Energy - a design, project management and application business - delivering cost effective energy efficiency.
- the Energy Enterprise Centre - equipped to show a range of energy efficient industrial processes.

East Midlands Electricity provides customers with a full range of energy services. It offers impartial advice on the technology most suitable for individual needs as a fundamental part of the total energy management expertise that is East Midlands Electricity.

For further information please contact:

East Midlands Electricity, 398 Copple Road, Arnold, Nottingham NG5 7HX.

Telephone: (0602) 269711.

there's one ENERGY COMPANY THAT SHINES THROUGH.

profitably delivering QUALITY • VALUE • EFFICIENCY • CUSTOMER CARE

Once upon a time...

...there was no love lost between Robin and The Sheriff.

But the private and public sector have come a long way since then - and we work together for the benefit of Nottingham.

If you would like to find out more about how the partnerships in Nottingham can work for you, contact:

Carol Dainty, Nottingham Development Enterprise Limited.

8 Regent Street, Nottingham NG1 5BQ. Tel (0602) 502233

or Fax (0602) 500320.



Photograph courtesy of The World of Robin Hood

NOTTINGHAM CITY CHALLENGE

Greater Nottingham RAPID TRANSIT

BOSCH

FOUR CITIES PARTNERSHIP IV

HALLE

New and harsh realities

BEFORE the unification of Germany there was hardly an ambitious communist party apparatchik who did not want to be promoted to run the eastern German city of Halle.

It was a powerful sinecure. Its importance as a party post lay primarily in the region's old industrial base, which in turn had bred a radical socialist movement. Not surprisingly, the city's nickname, "Red Halle", was coined long before east Germany's communist assumed power in 1949.

The city's economy was anchored on heavy industry, consisting of machine-tool manufacturing, chemicals, and brown coal. These were the three main engines which also drove the east German economy. But they were never tested on the world market. After the declaration of German unification on October 3 1991, preceded by monetary union which did away with the Ost Mark, the eastern German currency, the inhabitants of Halle were faced with a new and harsh reality: its industry was uncompetitive.

Without huge restructuring, investment, and privatisation, this region of Saxony-Anhalt would never be able to compete either on the domestic or the world markets. These are some of the challenges facing the 300,000 strong population of this city, the birthplace of George Friedrich Handel.

To meet this challenge, the Treuhänder, the agency charged with privatising and restructuring eastern German industry, placed almost the entire industrial network of Halle and its environs under its control. It brought in western German managers to introduce new accounting methods in the enterprises, reduce inefficiency, and above all, prepare the manufacturing, brown coal, and chemicals sectors for privatisation. There is hardly an inhabitant of Halle who has not been affected by these sweeping changes.

The most fundamental changes have occurred at the work place. Instead of employment for life, more than 124,000 people have lost their jobs. This does not include the 14,500 on short-time work, or the 46,100 on job creation schemes. In all, the total unemployment rate in Halle is 40 per cent of the labour force.

The virtual collapse of the industrial base, combined with high unemployment, has had a debilitating effect on the city's finances. Mr Klaus Rauen, the mayor of Halle, says the city is running a budget deficit of 70 per cent. The annual budget is DM1bn.

Halle will be reliant on financial transfers from Bonn for many years

"What would you expect?" he said in his office overlooking Halle's old, elegant, but neglected town square. "Without revenue from industry, and without people working, it will be a long time before we even approach the level of financing to similar-sized cities in western Germany."

Mr Rauen gives a poignant example. Bonn and Halle have the same size population. While the latter was, and is still dependent on industry, the economy of the former is fuelled by services. Thus, more than DM250m revenue from services is earned by Bonn's city council each year. In Halle, revenue from industry totals DM18m, and total tax revenue does not exceed DM65m. Narrowing the gap between expenditure and revenue is now one of the key tasks facing Halle's administration. The question is how.

There is no doubt, that, in common with the other cities and states in eastern Germany, Halle will be reliant on financial transfers from Bonn for many years to come. Annual transfers to the five eastern

states total DM180bn gross. However, the future economic growth of Halle will depend on what happens to two key sectors: the chemical and brown coal industry.

These two sectors are located less than half-an-hour's drive from Halle. To the north-east lies Bitterfeld, home to Germany's chemical industry before the second world war and one of the first big manufacturing centres of Germany's own industrial revolution of the late nineteenth century. After 1945 the Allies broke up the huge industrial conglomerates led by, among others, IG Farben and Bayer. After 1949 the entire region, in common with other parts of the east German economy, was placed under state control.

Until 1990, the regime was more intent on extensive development, determined to become the main industrial country in Comecon, the former socialist trading bloc. But the price was heavy. The industry proved to be uncompetitive after unification. And environmental standards were ignored, leading to soil pollution on such a scale that more than a third of Bitterfeld's chemical sites are unlikely to be fit for use again.

The Treuhänder and west German investors are now slowly turning Bitterfeld around. It will take several years. But Mr Klaus Schuch, head of chemicals and mining at the Treuhänder, and one of the most energetic officials working to open up the region to competition, has no doubt that Bitterfeld will have potential in one important aspect: by attracting through generous investment grants and tax holidays, companies such as Bayer, the pharmaceuticals and chemical manufacturers, and others, will create a competitive industrial base.

After all, these green-field sites will bring with them very high technological standards. But green field sites and high technology do not create many

jobs. "That is true," says Mr Schuch. "But you must remember that these new, capital intensive industries, equipped with research and development, have to be serviced, and it will be attractive for other investors."

Signs of a services sector are already emerging in Halle itself. These consist of *Handwerker* - small work shops employing fewer than 10 people, which specialise in anything ranging from car and house repairs, to computer programming and engineering.

Mr Michael Wilkens, head of Deutsche Bank in Halle says that these work shops, together with the *Mittelstand*, the small and medium sized industries which formed the backbone of western Germany's post-war growth, are sprouting up. But he recognises the need for an industrial base, however small, to act as a magnet for the *Mittelstand*.

Apart from the future development of Bitterfeld, Halle's economy will also depend on the *Mitteldeutsche Braunkohle*, or Mibrag, the giant lignite fields which straddle Saxony-Anhalt. An Anglo-American consortium led by Britain's PowerGen, NRG of Minneapolis, and Morrison Knudsen of Idaho are set to sign contract later this month to buy Mibrag. Although Mibrag's pre-1989 work force of over 50,000 has been reduced to under 10,000, the consortium is committed to turning the mines round.

Certainly these two sectors alone will not revitalise Halle's entire economy. Construction and services are already playing a key role, as any visitor to Halle will testify - it is hard to avoid the bulldozers and the scaffolding. But together, all three sectors will eventually generate tax revenue. The budget deficit will remain, but at least it might narrow over time.

Judy Dempsey

Halle seeks to be self-sustaining

Drive for investment



Old Halle: Handel's birthplace

Walk across the town square and you will see the Rathaus - just about. It is currently decked with scaffolding, undergoing a much-needed refurbishment. Go past the Rathaus and ramble down towards Number 5, George-Schumann-Platz. There you will come

across the *Industrie und Handwerkskammer*, or IHK, the co-ordinating body for trade and commerce which has branches all over Germany.

Halle's own IHK branch was originally established on this site more than a century ago. History interrupted its work. After the second world war, the local communist party used the IHK as its headquarters - despite the interior design, whose fine woodwork, engravings, and imperial emblems contrasted sharply with the party's hammer and sickle.

Three years after unification, the IHK has regained its rightful place. It is now a thriving centre, set on promoting the city as a *Standort*, or location, for investment.

"Halle. Der Standort", may seem an ambitious slogan for the city's drive to attract investment. But then, apart from its old industrial base, it is easy to forget that one of the keys to western Germany's post-war economic success was the way in which the government forged close links between research institutes,

universities and enterprises. These links, which earlier had helped forge Germany's own industrial revolution in the 1890s, were used for ideological purposes by the former eastern German communist regime.

But once again they are playing a greater role in training a younger generation for the market economy. Mr Klaus Rauen, the mayor, is determined to link local industry with the centres of higher education.

At his disposal he has the Martin-Luther University, the respected School for Art and Design at Gleichenstein, the Environment Research Centre, and the Institute for Economic Forecasting, one of the six economic think-tanks which advises Chancellor Helmut Kohl.

But Halle is now only about commerce and the drive to restore its economy. Unbelievably for a city of 300,000 inhabitants, it has an opera house, four theatres, one concert hall, six museums, the great Gallery Moritzburg and a respected orchestra.

You won't be bored in Halle. But there are two warnings. At rush hour, avoid driving into Halle on the motorway from Leipzig. The congestion is horrific. And, to avoid upsetting your hosts, don't ask if Halle is skin to the *Messias*. The people of Halle have a long memory, and a 1,000 year-old history.

Judy Dempsey

Klaus Rauen, mayor of Halle

Persistent and determined

now works at least 12 hours.

His time is divided between reforming the local administration, meeting foreign investors, opening new enterprises, visiting schools, and above all, helping to restore the self-confidence of Halle's community.

Mr Rauen, who is 57 years old, believes the self-esteem of the eastern Germans has been shattered largely because of what happened after German unification. "People here feel ashamed in the sense that they feel that everything they had worked for over the past 40 years under the former communist regime was a complete waste of time," he says. "They feel disoriented because they feel they were living in a system which had lost any respect. We must restore that self-confidence."

One of the ways Mr Rauen has set about this is by trying to restore parts of the old city. Unlike other cities in eastern Germany, Halle was not seriously damaged during the second world war. Its elegant central square is still intact. But its elegance has been impaired by dull, concrete buildings put

up by the former communist administration.

"There was no need to put these buildings up around the square. But I feel that the former regime wanted to destroy memory, or a kind of historical consciousness. I want to help restore the best of Halle's past," explains Mr Rauen. The fact that George Friedrich Handel, the composer, was born in the city, has helped. But one name is hardly enough to compensate for 40 years which led to the complete neglect of the infrastructure. Nor is it enough to shake up the local administration so as to attract west German and foreign investment which could help revitalise and renovate the city.

Mr Rauen has the misfortune to be saddled with the old communist local council constitution.

This means that he cannot dismiss certain senior officials, even though they may be incompetent. One particular official is in charge of settling property disputes. The current law states that all owners of property confiscated by the

Nazis between 1933 and 1945, and by the communists between 1949 and 1990, are allowed either restitution or compensation.

"We have been so slow in resolving these disputes," explains Mr Rauen. "In fact, Halle is one of the slowest in eastern Germany. We have settled only 6 per cent of all cases." He says the city's solicitor is partly to blame. "He just looks for problems, rather than solutions," he adds.

The upshot is that the 11,000 old dilapidated houses and apartments in the centre of the city are still the subject of property disputes. The longer they take to resolve, the greater cost for repair. And investors will stay away...

Another problem facing Mr Rauen is the size of the local administration. In common with all city councils in eastern Germany, he inherited a bloated bureaucracy of 13,000. He wants to pare it down to 4,000 by the end of the year. After that, by law, the staff at the city hall will have tenure.

Pushing through out-backs might be blocked by Halle's coalition, in which the social democrats, the PDS, the former communists, and the Greens hold the majority, while the CDU holds 30 per cent of the council seats.

But Mr Rauen is a persistent man. "We have to turn round the city and make it more efficient. It's the price we have to pay for the past four decades."

Judy Dempsey

Karlsruhe scientists have a long tradition of co-operation with industry

The velocipede started it

KARLSRUHE'S reputation as a technology centre dates back to 1815 when one Baron Karl Friedrich Freiherr von Drais invented the velocipede, the forerunner of the bicycle.

It spelt the story only slightly to know that the baron subsequently moved to Mannheim - it was there, rather than in Karlsruhe, that he

patented his invention and began industrial production.

Other 19th century inventors include the machine-builder Emil Kessler who started making locomotives in Karlsruhe in 1842, and Heinrich Hertz who discovered magnetic waves in the town in 1888.

Coupled with the foundation of the Polytechnical School in

1826 - the forerunner of the Technical University and today's *Friderician University* - this points to a long tradition of co-operation between Karlsruhe scientists and industry.

This tradition is alive today in a city which boasts where 10,000 scientists work - more per head of the population than any other part of Ger-

many. There are three Fraunhofer institutes which specialise in the scientific research which has a practical industrial application.

The *Friderician University* has close links with industry - especially via the Computer Sciences Research Centre, which works with companies such as IBM and Nixdorf in developing information technology.

There is also the Technology Factory, an institution founded in the early 1980s at the initiative of Mr Lothar Späth, then president of the state of Baden-Württemberg. He came back from visit to Silicon Valley in California inspired by the idea to set up a co-called "innovation centre" which would promote technology-oriented start-ups and help replace jobs lost in more traditional manufacturing industry.

Housed in a former sewing-machine factory, the *Technologie Fabrik* is now the largest institution of its kind in Germany. Founded with the help of DM14m in state funds, the *Technologie Fabrik* now houses 40 firms and six institutes, which collectively employ between 600 and 800. Entrepreneurs present their business plan to the Factory's administrators. If the plan is accepted, the fledgling company can stay for a maximum of five years, starting on a peppercorn rent which increases over the course of the tenancy.

The Factory's administration provides secretarial and other support services to the tenants, and advice on how to raise finance.

Since the centre was founded, a handful of tenants have gone bankrupt, but the survivors far out-number the normal 70 per cent success rate for start-ups in Germany. In total, 1,400 jobs have been cre-

ated since the factory was founded: an appreciable contribution to Karlsruhe's workforce of 180,000.

The biggest existing tenant is a company called INIT, which has 70 employees specialising in communications equipment for the transport sector.

Of the 30 tenants which have moved out, the most successful is probably Pipetronix, a company which devised electronic equipment for identifying faults within pipelines. The company now employs 250 people and was sold in February 1992 to Preussag, the Hannover-based conglomerate.

Pipetronix also benefited from co-operation with the *Kernforschungszentrum Karlsruhe*. Literally translated, this is the Nuclear Research Centre, but it does not limit itself to nuclear research. It has developed expertise in environmental technology, information technology, microsystems technology and cellular and molecular biology.

Dr Jürgen Wüst, head of the centre's Technology Transfer Co-ordination Office, explains that the centre plays an active role in seeking industrial applications which emerge from these research areas. "We market ourselves aggressively," Dr Wüst says, "concentrating on licensing and patenting what we discover here."

One such patent was the sensor which is at the core of Pipetronix's pipeline equipment. The centre has 320 licensing arrangements and is working on 70 formal projects in co-operation with industry; since it was founded in 1986 it has worked with 5,000 different industrial companies.

Karlsruhe is confident that its historical connection with technology will guarantee its future. As a measure of its confidence in the future, the city will start to build a 30 hectare technology park early next year and the technology factory is set to be enlarged by a further 800sqm squared.

David Waller

A big noise in Notts.

Action, we believe, speaks louder than words.

At KPMG Peat Marwick we're committed to Nottinghamshire, sponsoring both the Nottingham Development Enterprise and the Nottinghamshire Company of the Year Award.

We're highly active throughout the local business community, offering an international service from a local base. Our European network makes us the ideal choice for advising on inward investment,

grants and for companies looking to develop their activities overseas.

If you're Nottingham based - or looking to establish a presence in the region - give Ian Chisholm a call on 0602 483444. We don't just make the right noises. We do the right things.

KPMG Peat Marwick
St. Nicholas House, 31 Park Row,
Nottingham NG1 6PC. Tel: 0602 483444.

THE UNIVERSITY OF NOTTINGHAM - FROM STRENGTH TO STRENGTH

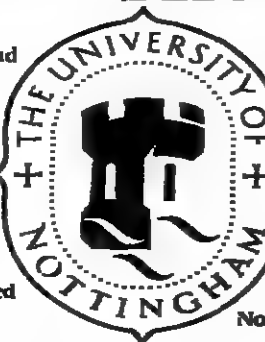
The University of Nottingham traces its roots deep into the industrial and commercial heritage of its City.

Far sighted Nottinghamshire businessmen gave us a firm foundation and an early link with industry and commerce. Today, as the speed of technological change accelerates, we are repaying their faith and vision.

The City and its region benefits enormously from our status as a leading research-led University, with ninety seven per cent of our academic staff working in departments whose research has been judged of national or international importance.

Nottingham's research is backed by a wide range of blue chip companies. In just four years grants and contracts awarded to the University have risen from £12 million to £28 million. We are committed to technology transfer and to continuing education. Our short course provision constantly seeks to match the needs of a growing number of clients.

The University is the most popular in the country with potential students - a recent independent survey showed that there are fifteen applicants for each available place.



A new £5 million Arts Centre has rapidly established itself as a leading contributor to the cultural life of the City and Region. Strategically placed at the main entrance to the campus, it is a new focus for Nottingham's relations with the local community, complementing the long-established Adult Education Centre, which serves 20,000 students from a City-centre base.

Nottingham's mission is to create a climate of excellence in teaching and research to benefit the community as a whole. It welcomes the City's initiative in developing the special relationship with Karlsruhe, Nancy and Halle.

The early vision has been fulfilled and The University of Nottingham is at the heart of the life of the City.

The University of Nottingham, Public Affairs and Information Office, University Park, Nottingham NG7 2RD Telephone: (0602) 515759 Fax: (0602) 515680

HOTELS & LEISURE - Contd**INVESTMENT TRUSTS - Cont.**

1989	Med	Yd	P/E	Notes	1990
103	57	34.5	10.3	Car Pro Pl	177
104	57	34.5	10.3	Warrants	180
105	57	34.5	10.3	Warrants	180
221	154	2,078	15.5	Warrants	221
222	154	2,078	15.5	Warrants	221
307	32	8.5	4.5	Car Pro Pl	391
308	32	8.5	4.5	Car Pro Pl	391
309	32	8.5	6.0	Car Pro Pl	391
310	32	122.3	3.0	Warrants	237
311	32	122.3	3.0	Warrants	237
312	32	122.3	3.0	Warrants	237
313	32	122.3	3.0	Warrants	237
314	32	122.3	3.0	Warrants	237
315	32	122.3	3.0	Warrants	237
316	32	122.3	3.0	Warrants	237
317	32	122.3	3.0	Warrants	237
318	32	122.3	3.0	Warrants	237
319	32	122.3	3.0	Warrants	237
320	32	122.3	3.0	Warrants	237
321	32	122.3	3.0	Warrants	237
322	32	122.3	3.0	Warrants	237
323	32	122.3	3.0	Warrants	237
324	32	122.3	3.0	Warrants	237
325	32	122.3	3.0	Warrants	237
326	32	122.3	3.0	Warrants	237
327	32	122.3	3.0	Warrants	237
328	32	122.3	3.0	Warrants	237
329	32	122.3	3.0	Warrants	237
330	32	122.3	3.0	Warrants	237
331	32	122.3	3.0	Warrants	237
332	32	122.3	3.0	Warrants	237
333	32	122.3	3.0	Warrants	237
334	32	122.3	3.0	Warrants	237
335	32	122.3	3.0	Warrants	237
336	32	122.3	3.0	Warrants	237
337	32	122.3	3.0	Warrants	237
338	32	122.3	3.0	Warrants	237
339	32	122.3	3.0	Warrants	237
340	32	122.3	3.0	Warrants	237
341	32	122.3	3.0	Warrants	237
342	32	122.3	3.0	Warrants	237
343	32	122.3	3.0	Warrants	237
344	32	122.3	3.0	Warrants	237
345	32	122.3	3.0	Warrants	237
346	32	122.3	3.0	Warrants	237
347	32	122.3	3.0	Warrants	237
348	32	122.3	3.0	Warrants	237
349	32	122.3	3.0	Warrants	237
350	32	122.3	3.0	Warrants	237
351	32	122.3	3.0	Warrants	237
352	32	122.3	3.0	Warrants	237
353	32	122.3	3.0	Warrants	237
354	32	122.3	3.0	Warrants	237
355	32	122.3	3.0	Warrants	237
356	32	122.3	3.0	Warrants	237
357	32	122.3	3.0	Warrants	237
358	32	122.3	3.0	Warrants	237
359	32	122.3	3.0	Warrants	237
360	32	122.3	3.0	Warrants	237
361	32	122.3	3.0	Warrants	237
362	32	122.3	3.0	Warrants	237
363	32	122.3	3.0	Warrants	237
364	32	122.3	3.0	Warrants	237
365	32	122.3	3.0	Warrants	237
366	32	122.3	3.0	Warrants	237
367	32	122.3	3.0	Warrants	237
368	32	122.3	3.0	Warrants	237
369	32	122.3	3.0	Warrants	237
370	32	122.3	3.0	Warrants	237
371	32	122.3	3.0	Warrants	237
372	32	122.3	3.0	Warrants	237
373	32	122.3	3.0	Warrants	237
374	32	122.3	3.0	Warrants	237
375	32	122.3	3.0	Warrants	237
376	32	122.3	3.0	Warrants	237
377	32	122.3	3.0	Warrants	237
378	32	122.3	3.0	Warrants	237
379	32	122.3	3.0	Warrants	237
380	32	122.3	3.0	Warrants	237
381	32	122.3	3.0	Warrants	237
382	32	122.3	3.0	Warrants	237
383	32	122.3	3.0	Warrants	237
384	32	122.3	3.0	Warrants	237
385	32	122.3	3.0	Warrants	237
386	32	122.3	3.0	Warrants	237
387	32	122.3	3.0	Warrants	237
388	32	122.3	3.0	Warrants	237
389	32	122.3	3.0	Warrants	237
390	32	122.3	3.0	Warrants	237
391	32	122.3	3.0	Warrants	237
392	32	122.3	3.0	Warrants	237
393	32	122.3	3.0	Warrants	237
394	32	122.3	3.0	Warrants	237
395	32	122.3	3.0	Warrants	237
396	32	122.3	3.0	Warrants	237
397	32	122.3	3.0	Warrants	237
398	32	122.3	3.0	Warrants	237
399	32	122.3	3.0	Warrants	237
400	32	122.3	3.0	Warrants	237
401	32	122.3	3.0	Warrants	237
402	32	122.3	3.0	Warrants	237
403	32	122.3	3.0	Warrants	237
404	32	122.3	3.0	Warrants	237
405	32	122.3	3.0	Warrants	237
406	32	122.3	3.0	Warrants	237
407	32	122.3	3.0	Warrants	237
408	32	122.3	3.0	Warrants	237
409	32	122.3	3.0	Warrants	237
410	32	122.3	3.0	Warrants	237
411	32	122.3	3.0	Warrants	237
412	32	122.3	3.0	Warrants	237
413	32	122.3	3.0	Warrants	237
414	32	122.3	3.0	Warrants	237
415	32	122.3	3.0	Warrants	237
416	32	122.3	3.0	Warrants	237
417	32	122.3	3.0	Warrants	237
418	32	122.3	3.0	Warrants	237
419	32	122.3	3.0	Warrants	237
420	32	122.3	3.0	Warrants	237
421	32	122.3	3.0	Warrants	237
422	32	122.3	3.0	Warrants	237
423	32	122.3	3.0	Warrants	237
424	32	122.3	3.0	Warrants	237
425	32	122.3	3.0	Warrants	237
426	32	122.3	3.0	Warrants	237
427	32	122.3	3.0	Warrants	237
428	32	122.3	3.0	Warrants	237
429	32	122.3	3.0	Warrants	237
430	32	122.3	3.0	Warrants	237
431	32	122.3	3.0	Warrants	237
432	32	122.3	3.0	Warrants	237
433	32	122.3	3.0	Warrants	237
434	32	122.3	3.0	Warrants	237
435	32	122.3	3.0	Warrants	237
436	32	122.3	3.0	Warrants	237
437	32	122.3	3.0	Warrants	237
438	32	122.3	3.0	Warrants	237
439	32	122.3	3.0	Warrants	237
440	32	122.3	3.0	Warrants	237
441	32	122.3	3.0	Warrants	237
442	32	122.3	3.0	Warrants	237
443	32	122.3	3.0	Warrants	237
444	32	122.3	3.0	Warrants	237
445	32	122.3	3.0	Warrants	237
446	32	122.3	3.0	Warrants	237
447	32	122.3	3.0	Warrants	237
448	32	122.3	3.0	Warrants	237
449	32	122.3	3.0	Warrants	237
450	32	122.3	3.0	Warrants	237
451	32	122.3	3.0	Warrants	237
452	32	122.3	3.0	Warrants	237
453	32	122.3	3.0	Warrants	237
454	32	122.3	3.0	Warrants	237
455	32	122.3	3.0	Warrants	237
456	32	122.3	3.0	Warrants	237
457	32	122.3	3.0	Warrants	237
458	32	122.3	3.0	Warrants	237
459	32	122.3	3.0	Warrants	237
460	32	122.3	3.0	Warrants	237
461	32	122.3	3.0	Warrants	237
462	32	122.3	3.0	Warrants	237
463	32	122.3	3.0	Warrants	237
464	32	122.3	3.0	Warrants	237
465	32	122.3	3.0	Warrants	237
466	32	122.3	3.0	Warrants	237
467	32	122.3	3.0	Warrants	237
468	32	122.3	3.0	Warrants	237
469	32	122.3	3.0	Warrants	237
470	32	122.3	3.0	Warrants	237
471	32	122.3	3.0	Warrants	237
472	32	122.3	3.0	Warrants	237
473	32	122.3	3.0	Warrants	237
474	32	122.3	3.0	Warrants	237
475	32	122.3	3.0	Warrants	237
476	32	122.3	3.0	Warrants	237
477	32	122.3	3.0	Warrants	237
478	32	122.3	3.0	Warrants	237
479	32	122.3	3.0	Warrants	237
480	32	122.3	3.0	Warrants	237
481	32	122.3	3.0	Warrants	237
482	32	122.3	3.0	Warrants	237
483	32	122.3	3.0	Warrants	237
484	32	122.3	3.0	Warrants	237
485	32	122.3	3.0	Warrants	237
486	32	122.3	3.0	Warrants	237
487	32	122.3	3.0	Warrants	237
488	32	122.3	3.0	Warrants	237
489	32	122.3	3.0	Warrants	237
490	32	122.3	3.0	Warrants	237
491	32	122.3	3.0	Warrants	237
492	32	122.3	3.0	Warrants	237
493	32	122.3	3.0	Warrants	237
494	32	122.3	3.0	Warrants	237
495	32	122.3	3.0	Warrants	237
496	32	122.3	3.0	Warrants	237
497	32	122.3	3.0	Warrants	237
498	32	122.3	3.0	Warrants	237
499	32	122.3	3.0	Warrants	237
500	32	122.3	3.0	Warrants	237

	1991	1992	1993	1994
1991	100	100	100	100
1992	100	100	100	100
1993	100	100	100	100
1994	100	100	100	100
1995	100	100	100	100
1996	100	100	100	100
1997	100	100	100	100
1998	100	100	100	100
1999	100	100	100	100
2000	100	100	100	100
2001	100	100	100	100
2002	100	100	100	100
2003	100	100	100	100
2004	100	100	100	100
2005	100	100	100	100
2006	100	100	100	100
2007	100	100	100	100
2008	100	100	100	100
2009	100	100	100	100
2010	100	100	100	100
2011	100	100	100	100
2012	100	100	100	100
2013	100	100	100	100
2014	100	100	100	100
2015	100	100	100	100
2016	100	100	100	100
2017	100	100	100	100
2018	100	100	100	100
2019	100	100	100	100
2020	100	100	100	100
2021	100	100	100	100
2022	100	100	100	100
2023	100	100	100	100
2024	100	100	100	100
2025	100	100	100	100
2026	100	100	100	100
2027	100	100	100	100
2028	100	100	100	100
2029	100	100	100	100
2030	100	100	100	100
2031	100	100	100	100
2032	100	100	100	100
2033	100	100	100	100
2034	100	100	100	100
2035	100	100	100	100
2036	100	100	100	100
2037	100	100	100	100
2038	100	100	100	100
2039	100	100	100	100
2040	100	100	100	100
2041	100	100	100	100
2042	100	100	100	100
2043	100	100	100	100
2044	100	100	100	100
2045	100	100	100	100
2046	100	100	100	100
2047	100	100	100	100
2048	100	100	100	100
2049	100	100	100	100
2050	100	100	100	100
2051	100	100	100	100
2052	100	100	100	100
2053	100	100	100	100
2054	100	100	100	100
2055	100	100	100	100
2056	100	100	100	100
2057	100	100	100	100
2058	100	100	100	100
2059	100	100	100	100
2060	100	100	100	100
2061	100	100	100	100
2062	100	100	100	100
2063	100	100	100	100
2064	100	100	100	100
2065	100	100	100	100
2066	100	100	100	100
2067	100	100	100	100
2068	100	100	100	100
2069	100	100	100	100
2070	100	100	100	100
2071	100	100	100	100
2072	100	100	100	100
2073	100	100	100	100
2074	100	100	100	100
2075	100	100	100	100
2076	100	100	100	1

[illegible]

107	48		
76	5		
15	6	24.6	-26.1
140	107	10.9	152.8
29	29	6.8	51.7
105	51	3.8	113.8
26.5	37.5	0.7	137.5
128	105	5.5	127.1
38	18		
284	175	6.7	253.1
138	127		
26	16	4.6	84.9
37	10		
38	31.4		
88	73	0.8	152.9
206.7	188		
32	27	3.7	105.8
32	23		
138	124	4.8	140.7
167	97.6		124.1
168	148	17.8	

[illegible][illegible][illegible]

289	15	74	77.2	95.3
290	15	74	77.2	95.3
304	15	74	77.2	95.3
102	100	5	3.2	131.2
103	100	5	3.2	131.2
104	100	5	3.2	131.2
105	100	5	3.2	131.2
106	100	5	3.2	131.2
107	100	5	3.2	131.2
108	100	5	3.2	131.2
109	100	5	3.2	131.2
110	100	5	3.2	131.2
111	100	5	3.2	131.2
112	100	5	3.2	131.2
113	100	5	3.2	131.2
114	100	5	3.2	131.2
115	100	5	3.2	131.2
116	100	5	3.2	131.2
117	100	5	3.2	131.2
118	100	5	3.2	131.2
119	100	5	3.2	131.2
120	100	5	3.2	131.2
121	100	5	3.2	131.2
122	100	5	3.2	131.2
123	100	5	3.2	131.2
124	100	5	3.2	131.2
125	100	5	3.2	131.2
126	100	5	3.2	131.2
127	100	5	3.2	131.2
128	100	5	3.2	131.2
129	100	5	3.2	131.2
130	100	5	3.2	131.2
131	100	5	3.2	131.2
132	100	5	3.2	131.2
133	100	5	3.2	131.2
134	100	5	3.2	131.2
135	100	5	3.2	131.2
136	100	5	3.2	131.2
137	100	5	3.2	131.2
138	100	5	3.2	131.2
139	100	5	3.2	131.2
140	100	5	3.2	131.2
141	100	5	3.2	131.2
142	100	5	3.2	131.2
143	100	5	3.2	131.2
144	100	5	3.2	131.2
145	100	5	3.2	131.2
146	100	5	3.2	131.2
147	100	5	3.2	131.2
148	100	5	3.2	131.2
149	100	5	3.2	131.2
150	100	5	3.2	131.2
151	100	5	3.2	131.2
152	100	5	3.2	131.2
153	100	5	3.2	131.2
154	100	5	3.2	131.2
155	100	5	3.2	131.2
156	100	5	3.2	131.2
157	100	5	3.2	131.2
158	100	5	3.2	131.2
159	100	5	3.2	131.2
160	100	5	3.2	131.2
161	100	5	3.2	131.2
162	100	5	3.2	131.2
163	100	5	3.2	131.2
164	100	5	3.2	131.2
165	100	5	3.2	131.2
166	100	5	3.2	131.2
167	100	5	3.2	131.2
168	100	5	3.2	131.2
169	100	5	3.2	131.2
170	100	5	3.2	131.2
171	100	5	3.2	131.2
172	100	5	3.2	131.2
173	100	5	3.2	131.2
174	100	5	3.2	131.2
175	100	5	3.2	131.2
176	100	5	3.2	131.2
177	100	5	3.2	131.2
178	100	5	3.2	131.2
179	100	5	3.2	131.2
180	100	5	3.2	131.2
181	100	5	3.2	131.2
182	100	5	3.2	131.2
183	100	5	3.2	131.2
184	100	5	3.2	131.2
185	100	5	3.2	131.2
186	100	5	3.2	131.2
187	100	5	3.2	131.2
188	100	5	3.2	131.2
189	100	5	3.2	131.2</

100	2129	60	1	Washing State Inc	40	20
100	2134	51.2	0	Wash State	38	20
100	2135	51.2	0	Wash State	38	20
100	2136	51.2	0	Wash State	38	20
100	2137	51.2	0	Wash State	38	20
100	2138	51.2	0	Wash State	38	20
100	2139	51.2	0	Wash State	38	20
100	2140	51.2	0	Wash State	38	20
100	2141	51.2	0	Wash State	38	20
100	2142	51.2	0	Wash State	38	20
100	2143	51.2	0	Wash State	38	20
100	2144	51.2	0	Wash State	38	20
100	2145	51.2	0	Wash State	38	20
100	2146	51.2	0	Wash State	38	20
100	2147	51.2	0	Wash State	38	20
100	2148	51.2	0	Wash State	38	20
100	2149	51.2	0	Wash State	38	20
100	2150	51.2	0	Wash State	38	20
100	2151	51.2	0	Wash State	38	20
100	2152	51.2	0	Wash State	38	20
100	2153	51.2	0	Wash State	38	20
100	2154	51.2	0	Wash State	38	20
100	2155	51.2	0	Wash State	38	20
100	2156	51.2	0	Wash State	38	20
100	2157	51.2	0	Wash State	38	20
100	2158	51.2	0	Wash State	38	20
100	2159	51.2	0	Wash State	38	20
100	2160	51.2	0	Wash State	38	20
100	2161	51.2	0	Wash State	38	20
100	2162	51.2	0	Wash State	38	20
100	2163	51.2	0	Wash State	38	20
100	2164	51.2	0	Wash State	38	20
100	2165	51.2	0	Wash State	38	20
100	2166	51.2	0	Wash State	38	20
100	2167	51.2	0	Wash State	38	20
100	2168	51.2	0	Wash State	38	20
100	2169	51.2	0	Wash State	38	20
100	2170	51.2	0	Wash State	38	20
100	2171	51.2	0	Wash State	38	20
100	2172	51.2	0	Wash State	38	20
100	2173	51.2	0	Wash State	38	20
100	2174	51.2	0	Wash State	38	20
100	2175	51.2	0	Wash State	38	20
100	2176	51.2	0	Wash State	38	20
100	2177	51.2	0	Wash State	38	20
100	2178	51.2	0	Wash State	38	20
100	2179	51.2	0	Wash State	38	20
100	2180	51.2	0	Wash State	38	20
100	2181	51.2	0	Wash State	38	20
100	2182	51.2	0	Wash State	38	20
100	2183	51.2	0	Wash State	38	20
100	2184	51.2	0	Wash State	38	20
100	2185	51.2	0	Wash State	38	20
100	2186	51.2	0	Wash State	38	20
100	2187	51.2	0	Wash State	38	20
100	2188	51.2	0	Wash State	38	20
100	2189	51.2	0	Wash State	38	20
100	2190	51.2	0	Wash State	38	20
100	2191	51.2	0	Wash State	38	20
100	2192	51.2	0	Wash State	38	20
100	2193	51.2	0	Wash State	38	20
100	2194	51.2	0	Wash State	38	20
100	2195	51.2	0	Wash State	38	20
100	2196	51.2	0	Wash State	38	20
100	2197	51.2	0	Wash State	38	20
100	2198	51.2	0	Wash State	38	20
100	2199	51.2	0	Wash State	38	20
100	2200	51.2	0	Wash State	38	20
100	2201	51.2	0	Wash State	38	20
100	2202	51.2	0	Wash State	38	20
100	2203	51.2	0	Wash State	38	20
100	2204	51.2	0	Wash State	38	20
100	2205	51.2	0	Wash State	38	20
100	2206	51.2	0	Wash State	38	20
100	2207	51.2	0	Wash State	38	20
100	2208	51.2	0	Wash State	38	20
100	2209	51.2	0	Wash State	38	20
100	2210	51.2	0	Wash State	38	20
100	2211	51.2	0	Wash State	38	20
100	2212	51.2	0	Wash State	38	20
100	2213	51.2	0	Wash State	38	20
100	2214	51.2	0	Wash State	38	20
100	2215	51.2	0	Wash State	38	20
100	2216	51.2	0	Wash State	38	20
100	2217	51.2	0	Wash State	38	20
100	2218	51.2	0	Wash State	38	20
100	2219	51.2	0	Wash State	38	20
100	2220	51.2	0	Wash State	38	20
100	2221	51.2	0	Wash State	38	20
100	2222	51.2	0	Wash State	38	20
100	2223	51.2	0	Wash State	38	20
100	2224	51.2	0	Wash State	38	20
100	2225	51.2	0	Wash State	38	20
100	2226	51.2	0	Wash State	38	20
100	2227	51.2	0	Wash State	38	20
100	2228	51.2	0	Wash State	38	20
100	2229	51.2	0	Wash State	38	20
100	2230	51.2	0	Wash State	38	20
100	2231	51.2	0	Wash State	38	20
100	2232	51.2	0	Wash State	38	20
100	2233	51.2	0	Wash State	38	20
100	2234	51.2	0	Wash State	38	20
100	2235	51.2	0	Wash State	38	20
100	2236	51.2	0	Wash State	38	20
100	2237	51.2	0	Wash State	38	20
100	2238	51.2	0	Wash State	38	20
100	2239	51.2	0	Wash State	38	20
100	2240	51.2	0	Wash State	38	20
100	2241	51.2	0	Wash State	38	20
100	2242	51.2	0	Wash State	38	20
100	2243	51.2	0	Wash State	38	20
100	2244	51.2	0	Wash State	38	20
100	2245	51.2	0	Wash State	38	20
100	2246	51.2	0	Wash State	38	20
100	2247	51.2	0	Wash State	38	20
100	2248	51.2	0	Wash State	38	20
100	2249	51.2	0	Wash State	38	20
100	2250	51.2	0	Wash State	38	20
100	2251	51.2	0	Wash State	38	20
100	2252	51.2	0	Wash State	38	20
100	2253	51.2	0	Wash State	38	20
100	2254	51.2	0	Wash State	38	20
100	2255	51.2	0	Wash State	38	20
100	2256	51.2	0	Wash State	38	20
100	2257	51.2	0	Wash State	38	20
100	2258	51.2	0	Wash State	38	20
100	2259	51.2	0	Wash State	38	20
100	2260	51.2	0	Wash State	38	20
100	2261	51.2	0	Wash State	38	20
100	2262	51.2	0	Wash State	38	20
100	2263	51.2	0	Wash State	38	20
100	2264	51.2	0	Wash State	38	20
100	2265	51.2	0	Wash State	38	20
100	2266	51.2	0	Wash State	38	20
100	2267	51.2	0	Wash State	38	20
100	2268	51.2	0	Wash State	38	20
100	2269	51.2	0	Wash State	38	20
100	2270	51.2	0	Wash State	38	20
100	2271	51.2	0	Wash State	38	20
100	2272	51.2	0	Wash State	38	20
100	2273	51.2	0	Wash State	38	20
100	2274	51.2	0	Wash State	38	20
100	2275	51.2	0	Wash State	38	20
100	2276	51.2	0	Wash State	38	20
100	2277	51.2	0	Wash State	38	20
100	2278	51.2	0	Wash State	38	20
100	2279	51.2	0	Wash State	38	20
100	2280	51.2	0	Wash State	38	20
100	2281	51.2	0	Wash State	38	20
100	2282	51.2	0	Wash State	38	20
100	2283	51.2	0	Wash State	38	20
100	2284	51.2	0	Wash State	38	20
100	2285	51.2	0	Wash State	38	20
100	2286	51.2	0	Wash State	38	20
100	2287	51.2	0	Wash State	38	20
100	2288	51.2	0	Wash State	38	20
100	2289	51.2	0	Wash State	38	20
100	2290	51.2	0	Wash State	38	20
100	2291	51.2	0	Wash State	38	20
100	2292	51.2	0	Wash State	38	20
100	2293	51.2	0	Wash State	38	20
100	2294	51.2	0	Wash State	38	20
100	2295	51.2	0	Wash State	38	20
100	2296	51.2	0	Wash State	38	20
100	2297	51.2	0	Wash State	38	20
100	2298	51.2	0	Wash State	38	20
100	2299	51.2	0	Wash State	38	20
100	2300	51.2	0	Wash State	38	20
100	2301	51.2	0	Wash State	38	20
100	2302	51.2	0	Wash State	38	20
100	2303	51.2	0	Wash State	38	20
100	2304	51.2	0	Wash State	38	20
100	2305	51.2	0	Wash State	38	20
100	2306	51.2	0	Wash State	38	20
100	2307	51.2	0	Wash State	38	20
100	2308	51.2	0	Wash State	38	20
100	2309	51.2	0	Wash State	38	20
100	2310	51.2	0	Wash State	38	20
100	2311	51.2	0	Wash State	38	20
100	2312	51.2	0	Wash State	38	20
100	2313	51.2	0	Wash State	38	20
100	2314	51.2	0	Wash State	38	20
100	2315	51.2	0	Wash State	38	20
100	2316	51.2	0	Wash State	38	20
100	2317	51.2	0	Wash State	38	20
100	2318	51.2	0	Wash State	38	20
100	2319	51.2	0	Wash State	38	20
100	2320	51.2	0	Wash State	38	20
100	2321	51.2	0	Wash State	38	20
100	2322	51.2	0	Wash State	38	20
100	2323	51.2	0	Wash State	38	20
100	2324	51.2	0	Wash State	38	20
100	2325	51.2	0	Wash State	38	20
100	2326	51.2	0	Wash State	38	20
100	2327	51.2	0	Wash State	38	20
100	2328	51.2	0	Wash State	38	20
100	2329	51.2	0	Wash State	38	20
100	2330	51.2	0	Wash State	38	20
100	2331	51.2	0	Wash State	38	20
100	2332	51.2	0	Wash State	38	20
100	2333	51.2	0	Wash State	38	20
100	2334	51.2	0	Wash State	38	20
100	2335	51.2	0	Wash State	38	20
100	2336	51.2	0	Wash State	38	20
100	2337	51.2	0	Wash State	38	20
100	2338	51.2	0	Wash State	38	20
100	2339	51.2	0	Wash State	38	20
100	2340	51.2	0	Wash State	38	20
100	2341	51.2	0	Wash State	38	20
100	2342	51.2	0	Wash State	38	20
100	2343	51.2	0	Wash State	38	20
100	2344	51.2	0	Wash State	38	20
100	2345	51.2	0	Wash State	38	20
100	2346	51.2				

[illegible][illegible]

1000	1.7	-	-
150	7.3	58.8	2.5
448	114	7.4	-
448	303	2.3	502.7
718	108	8.8	11.8
100	10	-	-
14	11	-	-
108	67	7.7	123.0
108	103	-	-
115	61	8.0	37.0
317	108	-	-
128	108	9.3	-
122	35	-	221.1
181	8	-	45.7
140	47	4.6	-
128	95	3.7	135.6
128	22	-	0.4
118	28	6.8	-
8	-	-	189.7
4	1	-	47.4
577	777	-	-
278	214	3.4	307.8
148	123	12.8	8.8
188	148	-	306.8
148	137	-	46.5
270	178	38.5	-
1780	880	-	129.5
880	480	1.2	19.1
343	163	-	-
121	102	-	-

INVESTMENT TRUSTS - Cont.

Stock	Price	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603	602	601	600	599
-------	-------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

AUTHORISED UNIT TRUSTS

● FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (071) 573 4576 for more details.

[illegible]

هكذا من الاجل

FT MANAGED FUNDS SERVICE**FT MANAGED FUNDS SERVICE**

Group One International Test	Pacific Growth Fund			
World Fund	NAV	\$15.28	1	2

LUXEMBOURG (REGULATED)									
Fund Name	Assets	NAV	YTD	1Y	3Y	5Y	10Y	15Y	20Y
Alphavest Capital	1,234,567	10.12	12.5	15.2	18.7	21.3	24.8	27.9	31.4
Asia Pacific Growth Fund	987,654	8.75	8.1	9.3	10.5	11.7	12.9	14.1	15.3
Asia Pacific Income Fund	765,432	7.21	7.8	8.5	9.2	9.9	10.6	11.3	12.0
Asia Pacific Bond Fund	654,321	6.18	6.9	7.6	8.3	9.0	9.7	10.4	11.1
Asia Pacific Dividend Fund	543,210	5.15	5.8	6.5	7.2	7.9	8.6	9.3	10.0
Asia Pacific Equity Fund	432,109	4.12	4.9	5.6	6.3	7.0	7.7	8.4	9.1
Asia Pacific Real Estate Fund	321,098	3.09	3.8	4.5	5.2	5.9	6.6	7.3	8.0
Asia Pacific Hedge Fund	210,987	2.06	2.8	3.5	4.2	4.9	5.6	6.3	7.0
Asia Pacific Commodity Fund	109,876	1.03	1.8	2.5	3.2	3.9	4.6	5.3	6.0
Asia Pacific Multi-Asset Fund	98,765	0.90	1.5	2.2	2.9	3.6	4.3	5.0	5.7
Asia Pacific Alternative Fund	87,654	0.87	1.2	1.9	2.6	3.3	4.0	4.7	5.4
Asia Pacific Sustainable Fund	76,543	0.76	1.1	1.8	2.5	3.2	3.9	4.6	5.3
Asia Pacific Impact Fund	65,432	0.65	1.0	1.7	2.4	3.1	3.8	4.5	5.2
Asia Pacific ESG Fund	54,321	0.54	0.9	1.6	2.3	3.0	3.7	4.4	5.1
Asia Pacific Climate Fund	43,210	0.43	0.8	1.5	2.2	2.9	3.6	4.3	5.0
Asia Pacific Water Fund	32,109	0.32	0.7	1.4	2.1	2.8	3.5	4.2	4.9
Asia Pacific Energy Fund	21,098	0.21	0.6	1.3	2.0	2.7	3.4	4.1	4.8
Asia Pacific Tech Fund	10,987	0.10	0.5	1.2	1.9	2.6	3.3	4.0	4.7
Asia Pacific AI Fund	9,876	0.09	0.4	1.1	1.8	2.5	3.2	3.9	4.6
Asia Pacific Robotics Fund	8,765	0.08	0.3	1.0	1.7	2.4	3.1	3.8	4.5
Asia Pacific Space Fund	7,654	0.07	0.2	0.9	1.6	2.3	3.0	3.7	4.4
Asia Pacific Bio Fund	6,543	0.06	0.1	0.8	1.5	2.2	2.9	3.6	4.3
Asia Pacific Pharma Fund	5,432	0.05	0.0	0.7	1.4	2.1	2.8	3.5	4.2
Asia Pacific Med Fund	4,321	0.04	0.0	0.6	1.3	2.0	2.7	3.4	4.1
Asia Pacific Health Fund	3,210	0.03	0.0	0.5	1.2	1.9	2.6	3.3	4.0
Asia Pacific Wellness Fund	2,109	0.02	0.0	0.4	1.1	1.8	2.5	3.2	3.9
Asia Pacific Longevity Fund	1,098	0.01	0.0	0.3	1.0	1.7	2.4	3.1	3.8
Asia Pacific Retirement Fund	987	0.00	0.0	0.2	0.9	1.6	2.3	3.0	3.7
Asia Pacific Wealth Fund	876	0.00	0.0	0.1	0.8	1.5	2.2	2.9	3.6
Asia Pacific Legacy Fund	765	0.00	0.0	0.0	0.7	1.4	2.1	2.8	3.5
Asia Pacific Dynasty Fund	654	0.00	0.0	0.0	0.6	1.3	2.0	2.7	3.4
Asia Pacific Trust Fund	543	0.00	0.0	0.0	0.5	1.2	1.9	2.6	3.3
Asia Pacific Estate Fund	432	0.00	0.0	0.0	0.4	1.1	1.8	2.5	3.2
Asia Pacific Charitable Fund	321	0.00	0.0	0.0	0.3	1.0	1.7	2.4	3.1
Asia Pacific Foundation Fund	210	0.00	0.0	0.0	0.2	0.9	1.6	2.3	3.0
Asia Pacific Endowment Fund	109	0.00	0.0	0.0	0.1	0.8	1.5	2.2	2.9
Asia Pacific Stewardship Fund	98	0.00	0.0	0.0	0.0	0.7	1.4	2.1	2.8
Asia Pacific Governance Fund	87	0.00	0.0	0.0	0.0	0.6	1.3	2.0	2.7
Asia Pacific Ethics Fund	76	0.00	0.0	0.0	0.0	0.5	1.2	1.9	2.6
Asia Pacific Integrity Fund	65	0.00	0.0	0.0	0.0	0.4	1.1	1.8	2.5
Asia Pacific Transparency Fund	54	0.00	0.0	0.0	0.0	0.3	1.0	1.7	2.4
Asia Pacific Accountability Fund	43	0.00	0.0	0.0	0.0	0.2	0.9	1.6	2.3
Asia Pacific Responsibility Fund	32	0.00	0.0	0.0	0.0	0.1	0.8	1.5	2.2

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGE

Markets await German ruling

INTERNATIONAL foreign exchange markets held steady yesterday in spite of a rate cut by the Danish national bank as dealers looked towards today's all important German ruling on the Maasricht and its implications for European currency union, writes Peter John.

The day began with a sharp mark-down of the US dollar, continuing Friday's trend on the back of disappointing employment statistics and the expectation that those figures have set the agenda for the next few weeks.

The US markets were operating at reduced capacity because of Columbus day celebrations and a public holiday in Japan. Consequently, the dollar lacked support and slipped in very thin trading, to be quoted at well below DM1.60 in early European dealing.

However, it rose steadily throughout the day as technical positions were adjusted and by the close it was up at DM1.6040, unchanged on Friday's weak close.

This was less a justification of the US currency's fundamental value than a refocus on today's judgment by the German constitutional court on the validity of the Maasricht Treaty on European union.

If the court votes against the Treaty there could be catastrophic consequences for a number of leading European currencies.

It is more likely that the court will produce a verdict that agrees with Maasricht but imposes conditions.

In any event, the D-Mark is likely to be the main gainer and the currency was firmer against a range of European currencies.

Meanwhile, sterling was generally weaker after indications in the latest producer price statistics that some inflationary pressures might be returning. It closed at DM2.4550 against the D-Mark, down from DM2.4650.

Several economists were taking a very cautious line on inflation yesterday and cracks were beginning to show in the rate-cut-by-November argument.

Much depends on the outcome of tomorrow's Retail

Prices Index figure, particularly the figure for underlying inflation which excludes the impact of mortgage interest payments.

Meanwhile, the Danish Krone held steady as the central bank cut its key CD interest rate by half a percentage point to 8.5 per cent. However, economists said any hope that this signalled a return of generally lower interest rates in Europe was misplaced. Danish rates were around 11 per cent after the crisis in the European exchange rate mechanism broke in early August and were merely returning to conventional levels.

The Greek drachma came under pressure in early trading after the Socialist victory in Sunday's election. The drachma opened at Dr146.50 against the D-Mark in early trading down from Friday's close at Dr145.45 but by the close in London dealers were quoting it at Dr144.75.

FINANCIAL FUTURES AND OPTIONS

Table with 3 columns: Instrument, Price, and Change. Includes data for US Treasury Bonds, US Treasury Bills, and US Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for UK Treasury Bonds, UK Treasury Bills, and UK Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Japanese Government Bonds, Japanese Treasury Bills, and Japanese Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for German Government Bonds, German Treasury Bills, and German Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for French Government Bonds, French Treasury Bills, and French Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Italian Government Bonds, Italian Treasury Bills, and Italian Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Spanish Government Bonds, Spanish Treasury Bills, and Spanish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Portuguese Government Bonds, Portuguese Treasury Bills, and Portuguese Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Greek Government Bonds, Greek Treasury Bills, and Greek Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Danish Government Bonds, Danish Treasury Bills, and Danish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Swedish Government Bonds, Swedish Treasury Bills, and Swedish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Norwegian Government Bonds, Norwegian Treasury Bills, and Norwegian Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Finnish Government Bonds, Finnish Treasury Bills, and Finnish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Icelandic Government Bonds, Icelandic Treasury Bills, and Icelandic Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Lira, Escudo, and other currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

FINANCIAL FUTURES AND OPTIONS

Table with 3 columns: Instrument, Price, and Change. Includes data for US Treasury Bonds, US Treasury Bills, and US Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for UK Treasury Bonds, UK Treasury Bills, and UK Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Japanese Government Bonds, Japanese Treasury Bills, and Japanese Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for German Government Bonds, German Treasury Bills, and German Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for French Government Bonds, French Treasury Bills, and French Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Italian Government Bonds, Italian Treasury Bills, and Italian Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Spanish Government Bonds, Spanish Treasury Bills, and Spanish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Portuguese Government Bonds, Portuguese Treasury Bills, and Portuguese Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Greek Government Bonds, Greek Treasury Bills, and Greek Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Danish Government Bonds, Danish Treasury Bills, and Danish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Swedish Government Bonds, Swedish Treasury Bills, and Swedish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Norwegian Government Bonds, Norwegian Treasury Bills, and Norwegian Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Finnish Government Bonds, Finnish Treasury Bills, and Finnish Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Icelandic Government Bonds, Icelandic Treasury Bills, and Icelandic Treasury Notes.

Table with 3 columns: Instrument, Price, and Change. Includes data for Lira, Escudo, and other currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

Table with 3 columns: Instrument, Price, and Change. Includes data for various international currencies.

FINANCIAL TIMES TUESDAY OCTOBER 12 1993

MONEY MARKET FUNDS

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

Table with 3 columns: Fund Name, Price, and Change. Includes data for various money market funds.

MONEY MARKETS

Short sterling stalled

VARIOUS vacuums affected the UK money markets yesterday. The Tory party conference had given no real cause for concern, the latest economic data produced nothing of real importance, liquidity was not unacceptable and the market was on hold, writes Peter John.

Financial futures traded marginally lower and Bank of England operations went ahead smoothly if not quite as effortlessly as last week.

UK clearing bank base lending rate 6 per cent from January 28, 1993.

The December contract for short sterling was down by one basis point to 94.37 at the close on gentle turnover of around 12,500 contracts. French and German cash futures were also weaker on balance.

December short sterling has traded within a very tight range between around 94.32 and 94.38 for some time as the market has sat back waiting for some indication of the long-anticipated rate cut.

non-inflationary producer price statistics did not give a boost to the argument for another rate cut in the next few weeks.

Several analysts pointed to the 2 per cent fall in import prices which might be expected to follow through to lower prices in the high street.

There was suspicion that the gilt market might be homing in on something different. Government bond prices were weaker across the board and a fall in bond prices often signals concern that inflation might be on the turn.

Generally, the market is looking nervously towards the key retail price index figures tomorrow and several economists are predicting small rises in underlying inflation, the index that excludes mortgage interest payments. SOGAT, the French owned securities house, predicts a 0.1 point rise in September to 3.1 per cent.

Interbank operations began the week with a forecast liquidity shortage of £1.05bn, later revised to £1.2bn. The pressure of the shortage was defused early on after the Bank of England provided £12m of assistance.

This was followed by further injections of £8m and £54m topped off with late assistance at an unspecified rate of £50m bringing the total to £101.3bn.

FT LONDON INTERBANK FIXING

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various interbank fixing rates.

BASE LENDING RATES

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

Table with 3 columns: Bank Name, Rate, and Change. Includes data for various base lending rates.

FX and GOLD

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

Table with 3 columns: Instrument, Price, and Change. Includes data for various FX and gold rates.

WORLD STOCK MARKETS

[illegible][illegible][illegible][illegible][illegible]

961	United Elec.	2,010	Samgong	2,010			
960	Yon Sang	1,060	Sangho	2,010			
959	Yon Sang	1,060	Sangho	2,010			
958	Yon Sang	1,060	Sangho	2,010			
957	Yon Sang	1,060	Sangho	2,010			
956	Yon Sang	1,060	Sangho	2,010			
955	Yon Sang	1,060	Sangho	2,010			
954	Yon Sang	1,060	Sangho	2,010			
953	Yon Sang	1,060	Sangho	2,010			
952	Yon Sang	1,060	Sangho	2,010			
951	Yon Sang	1,060	Sangho	2,010			
950	Yon Sang	1,060	Sangho	2,010			
949	Yon Sang	1,060	Sangho	2,010			
948	Yon Sang	1,060	Sangho	2,010			
947	Yon Sang	1,060	Sangho	2,010			
946	Yon Sang	1,060	Sangho	2,010			
945	Yon Sang	1,060	Sangho	2,010			
944	Yon Sang	1,060	Sangho	2,010			
943	Yon Sang	1,060	Sangho	2,010			
942	Yon Sang	1,060	Sangho	2,010			
941	Yon Sang	1,060	Sangho	2,010			
940	Yon Sang	1,060	Sangho	2,010			
939	Yon Sang	1,060	Sangho	2,010			
938	Yon Sang	1,060	Sangho	2,010			
937	Yon Sang	1,060	Sangho	2,010			
936	Yon Sang	1,060	Sangho	2,010			
935	Yon Sang	1,060	Sangho	2,010			
934	Yon Sang	1,060	Sangho	2,010			
933	Yon Sang	1,060	Sangho	2,010			
932	Yon Sang	1,060	Sangho	2,010			
931	Yon Sang	1,060	Sangho	2,010			
930	Yon Sang	1,060	Sangho	2,010			
929	Yon Sang	1,060	Sangho	2,010			
928	Yon Sang	1,060	Sangho	2,010			
927	Yon Sang	1,060	Sangho	2,010			
926	Yon Sang	1,060	Sangho	2,010			
925	Yon Sang	1,060	Sangho	2,010			
924	Yon Sang	1,060	Sangho	2,010			
923	Yon Sang	1,060	Sangho	2,010			
922	Yon Sang	1,060	Sangho	2,010			
921	Yon Sang	1,060	Sangho	2,010			
920	Yon Sang	1,060	Sangho	2,010			
919	Yon Sang	1,060	Sangho	2,010			
918	Yon Sang	1,060	Sangho	2,010			
917	Yon Sang	1,060	Sangho	2,010			
916	Yon Sang	1,060	Sangho	2,010			
915	Yon Sang	1,060	Sangho	2,010			
914	Yon Sang	1,060	Sangho	2,010			
913	Yon Sang	1,060	Sangho	2,010			
912	Yon Sang	1,060	Sangho	2,010			
911	Yon Sang	1,060	Sangho	2,010			
910	Yon Sang	1,060	Sangho	2,010			
909	Yon Sang	1,060	Sangho	2,010			
908	Yon Sang	1,060	Sangho	2,010			
907	Yon Sang	1,060	Sangho	2,010			
906	Yon Sang	1,060	Sangho	2,010			
905	Yon Sang	1,060	Sangho	2,010			
904	Yon Sang	1,060	Sangho	2,010			
903	Yon Sang	1,060	Sangho	2,010			
902	Yon Sang	1,060	Sangho	2,010			
901	Yon Sang	1,060	Sangho	2,010			
900	Yon Sang	1,060	Sangho	2,010			
899	Yon Sang	1,060	Sangho	2,010			
898	Yon Sang	1,060	Sangho	2,010			
897	Yon Sang	1,060	Sangho	2,010			
896	Yon Sang	1,060	Sangho	2,010			
895	Yon Sang	1,060	Sangho	2,010			
894	Yon Sang	1,060	Sangho	2,010			
893	Yon Sang	1,060	Sangho	2,010			
892	Yon Sang	1,060	Sangho	2,010			
891	Yon Sang	1,060	Sangho	2,010			
890	Yon Sang	1,060	Sangho	2,010			
889	Yon Sang	1,060	Sangho	2,010			
888	Yon Sang	1,060	Sangho	2,010			
887	Yon Sang	1,060	Sangho	2,010			
886	Yon Sang	1,060	Sangho	2,010			
885	Yon Sang	1,060	Sangho	2,010			
884	Yon Sang	1,060	Sangho	2,010			
883	Yon Sang	1,060	Sangho	2,010			
882	Yon Sang	1,060	Sangho	2,010			
881	Yon Sang	1,060	Sangho	2,010			
880	Yon Sang	1,060	Sangho	2,010			
879	Yon Sang	1,060	Sangho	2,010			
878	Yon Sang	1,060	Sangho	2,010			
877	Yon Sang	1,060	Sangho	2,010			
876	Yon Sang	1,060	Sangho	2,010			
875	Yon Sang	1,060	Sangho	2,010			
874	Yon Sang	1,060	Sangho	2,010			
873	Yon Sang	1,060	Sangho	2,010			
872	Yon Sang	1,060	Sangho	2,010			
871	Yon Sang	1,060	Sangho	2,010			
870	Yon Sang	1,060	Sangho	2,010			
869	Yon Sang	1,060	Sangho	2,010			
868	Yon Sang	1,060	Sangho	2,010			
867	Yon Sang	1,060	Sangho	2,010			
866	Yon Sang	1,060	Sangho	2,010			
865	Yon Sang	1,060	Sangho	2,010			
864	Yon Sang	1,060	Sangho	2,010			
863	Yon Sang	1,060	Sangho	2,010			
862	Yon Sang	1,060	Sangho	2,010			
861	Yon Sang	1,060	Sangho	2,010			
860	Yon Sang	1,060	Sangho	2,010			
859	Yon Sang	1,060	Sangho	2,010			
858	Yon Sang	1,060	Sangho	2,010			
857	Yon Sang	1,060	Sangho	2,010			
856	Yon Sang	1,060	Sangho	2,010			
855	Yon Sang	1,060	Sangho	2,010			
854	Yon Sang	1,060	Sangho	2,010			
853	Yon Sang	1,060	Sangho	2,010			
852	Yon Sang	1,060	Sangho	2,010			
851	Yon Sang	1,060	Sangho	2,010			
850	Yon Sang	1,060	Sangho	2,010			
849	Yon Sang	1,060	Sangho	2,010			
848	Yon Sang	1,060	Sangho	2,010			
847	Yon Sang	1,060	Sangho	2,010			
846	Yon Sang	1,060	Sangho	2,010			
845	Yon Sang	1,060	Sangho	2,010			
844	Yon Sang	1,060	Sangho	2,010			
843	Yon Sang	1,060	Sangho	2,010			
842	Yon Sang	1,060	Sangho	2,010			
841	Yon Sang	1,060	Sangho	2,010			
840	Yon Sang	1,060	Sangho	2,010			
839	Yon Sang	1,060	Sangho	2,010			
838	Yon Sang	1,060	Sangho	2,010			
837	Yon Sang	1,060	Sangho	2,010			
836	Yon Sang	1,060	Sangho	2,010			
835	Yon Sang	1,060	Sangho	2,010			
834	Yon Sang	1,060	Sangho	2,010			
833	Yon Sang	1,060	Sangho	2,010			
832	Yon Sang	1,060	Sangho	2,010			
831	Yon Sang	1,060	Sangho	2,010			
830	Yon Sang	1,060	Sangho	2,010			
829	Yon Sang	1,060	Sangho	2,010			
828	Yon Sang	1,060	Sangho	2,010			
827	Yon Sang	1,060	Sangho	2,010			
826	Yon Sang	1,060	Sangho	2,010			
825	Yon Sang	1,060	Sangho	2,010			
824	Yon Sang	1,060	Sangho	2,010			
823	Yon Sang	1,060	Sangho	2,010			
822	Yon Sang	1,060	Sangho	2,010			
821	Yon Sang	1,060	Sangho	2,010			
820	Yon Sang	1,060	Sangho	2,010			
819	Yon Sang	1,060	Sangho	2,010			
818	Yon Sang	1,060	Sangho	2,010			
817	Yon Sang	1,060	Sangho	2,010			
816	Yon Sang	1,060	Sangho	2,010			
815	Yon Sang	1,060	Sangho	2,010			
814	Yon Sang	1,060	Sangho	2,010			
813	Yon Sang	1,060	Sangho	2,010			
812	Yon Sang	1,060	Sangho	2,010			
811	Yon Sang	1,060	Sangho	2,010			
810	Yon Sang	1,060	Sangho	2,010			
809	Yon Sang	1,060	Sangho	2,010			
808	Yon Sang	1,060	Sangho	2,010			
807	Yon Sang	1,060	Sangho	2,010			
806	Yon Sang	1,060	Sangho	2,010			
805	Yon Sang	1,060	Sangho	2,010			
804	Yon Sang	1,060	Sangho	2,010			
803	Yon Sang	1,060	Sangho	2,010			
802	Yon Sang	1,060	Sangho	2,010			
801	Yon Sang	1,060	Sangho	2,010			
800	Yon Sang	1,060	Sangho	2,010			
799	Yon Sang	1,060	Sangho	2,010			
798	Yon Sang	1,060	Sangho	2,010			
797	Yon Sang	1,060	Sangho	2,010			
796	Yon Sang	1,060	Sangho	2,010			
795	Yon Sang	1,060	Sangho	2,010			
794	Yon Sang	1,060	Sangho	2,010			
793	Yon Sang	1,060	Sangho	2,010			
792	Yon Sang	1,060	Sangho	2,010			
791	Yon Sang	1,060	Sangho	2,010			
790	Yon Sang	1,060	Sangho	2,010			
789	Yon Sang	1,060	Sangho	2,010			
788	Yon Sang	1,060	Sangho	2,010			
787	Yon Sang	1,060	Sangho	2,010			
786	Yon Sang	1,060	Sangho	2,010			
785	Yon Sang	1,060	Sangho	2,010			
784	Yon Sang	1,060	Sangho	2,010			
783	Yon Sang	1,060	Sangho	2,010			
782	Yon Sang	1,060	Sangho	2,010			
781	Yon Sang	1,060	Sangho	2,010			
780	Yon Sang	1,060	Sangho	2,010			
779	Yon Sang	1,060	Sangho	2,010			
778	Yon Sang	1,060	Sangho	2,010			
777	Yon Sang	1,060	Sangho	2,010			
776	Yon Sang	1,060	Sangho	2,010			
775	Yon Sang	1,060	Sangho	2,010			
774	Yon Sang	1,060	Sangho	2,010			
773	Yon Sang	1,060	Sangho	2,010			
772	Yon Sang	1,060	Sangho	2,010			
771	Yon Sang	1,060	Sangho	2,010			
770	Yon Sang	1,060	Sangho	2,010			
769	Yon Sang	1,060	Sangho	2,010			
768	Yon Sang	1,060	Sangho	2,010			
767	Yon Sang	1,060	Sangho	2,010			
766	Yon Sang	1,060	Sangho	2,010			
765	Yon Sang	1,060	Sangho	2,010			
764	Yon Sang	1,060	Sangho	2,010			
763	Yon Sang	1,060	Sangho	2,010			
762	Yon Sang	1,060	Sangho	2,010			
761	Yon Sang	1,060	Sangho	2,010			
760	Yon Sang	1,060	Sangho	2,010			
759	Yon Sang	1,060	Sangho	2,010			
758	Yon Sang	1,060	Sangho	2,010			
757	Yon Sang	1,060	Sangho	2,010			
756	Yon Sang	1,060	Sangho	2,010			
755	Yon Sang	1,060	Sangho	2,010			
754	Yon Sang	1,060	Sangho	2,010			
753	Yon Sang	1,060	Sangho	2,010			
752	Yon Sang	1,060	Sangho	2,010		</	

[illegible]

CANADA

Index	Stock	High	Low	Close	Chg	Sales	Stock	High	Low	Close	Chg	Sales	Stock	High	Low	Close	Chg
TORONTO																	
<i>Out (Advanced Oct 11)</i>																	
<i>Quotations in cents unless marked \$</i>																	
1274	Alcan Pr	\$11 1/4	11	11 1/4		13600	Dominion A	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
1300	Agropur	\$10 1/2	10 1/2	10 1/2		13600	Dominion B	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
18410	Alcan Inc	485	485	485	40	13600	Dominion C	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
24745	Air Canada	\$22 1/2	22 1/2	22 1/2		13600	Dominion D	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
2500	Alcan B	\$24 1/2	24 1/2	24 1/2		13600	Dominion E	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
217184	Alcan Al	\$25 1/2	25 1/2	25 1/2		13600	Dominion F	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
35912	Alcan Br	\$25 1/2	25 1/2	25 1/2		13600	Dominion G	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
3200	Alcan Q 1	\$15 1/2	15	15 1/2		13600	Dominion H	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
32370	Bc Alcan 1	\$25 1/2	25 1/2	25 1/2		13600	Dominion I	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
52576	Bc Alcan 2	\$25 1/2	25 1/2	25 1/2		13600	Dominion J	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
25751	Alcan S	\$21 1/2	21 1/2	21 1/2		13600	Dominion K	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
12852	BCE Inc	\$41 1/2	41 1/2	41 1/2		13600	Dominion L	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
135	BCE Mobil	\$41 1/2	41 1/2	41 1/2		13600	Dominion M	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
13520	Bell Canada	\$15 1/2	15 1/2	15 1/2		13600	Dominion N	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
5400	BIR A	\$15 1/2	15 1/2	15 1/2		13600	Dominion O	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
500	BIR B	\$15 1/2	15 1/2	15 1/2		13600	Dominion P	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
135810	Bonanza 1	\$16 1/2	16 1/2	16 1/2		13600	Dominion Q	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
12050	Bravo 1	\$16 1/2	16 1/2	16 1/2		13600	Dominion R	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
254500	Bravo 2	\$16 1/2	16 1/2	16 1/2		13600	Dominion S	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
25500	Bravo 3	\$16 1/2	16 1/2	16 1/2		13600	Dominion T	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	
61600	Bravo 4	\$16 1/2	16 1/2	16 1/2		13600	Dominion U	10	10	10 1/2	1/2	1730	Scotiabank	\$10 1/4	10	10 1/4	

INDICES											
NEW YORK DOW JONES											
	Oct 7	Oct 8	Oct 9	Oct 10	1993		Since completion				
					HIGH	LOW	HIGH	LOW	Oct 7	Oct 8	Oct 9
Industrials	3294.74	3263.63	3298.69	3397.35	3522.00	3241.86	3632.89	41.28	3294.74	3263.63	3298.69
					(9/1)	(9/1)	(9/1)	(9/1)			
House Bldgs	106.25	105.28	105.43	108.11	108.60	102.49	109.28	54.89	106.25	105.28	105.43
					(7/8)	(7/1)	(7/8)	(7/1)			
Transport	1638.35	1633.82	1632.62	1650.04	1661.00	1453.44	1651.88	12.32	1638.35	1633.82	1632.62
					(6/8)	(6/1)	(6/8)	(6/1)			
Utilities	245.80	244.88	246.51	246.18	252.40	237.14	251.43	15.09	245.80	244.88	246.51
					(9/1)	(9/1)	(9/1)	(9/1)			

STANDARD & POOR'S				REUTERS (NYSE)			
Company	498.31	498.19	493.74	491.29	493.08	493.08	495.58
Industrials	570.08	569.77	519.80	520.41	570.08	569.77	519.80
Financial	49.08	47.47	48.10	48.05	49.08	47.47	48.10
NYSE Composite	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215.84	215.84
NASDAQ (1/1/2012)	201.50	200.01	197.74	197.74	201.50	200.01	197.74
NYSE	255.91	255.44	255.28	255.60	255.91	255.44	255.60
Amex Ind. Value	494.70	493.85	493.38	491.88	494.70	493.85	491.88
NASDAQ Composite	764.27	763.49	764.77	762.27	764.27	763.49	762.27
REUTERS (NYSE)							
CD General (1/1/2012)	583.41	580.82	585.47	584.74	583.41	580.82	585.47
CD (1/1/2012)	214.75	212.38	214.75	214.75	214.75	212.38	214.75
SP500	719.78	719.78	719.78	719.78	719.78	719.78	719.78
SP500 Index (1/1/2012)	231.50	215.84	215.84	215.84	231.50	215	

Am Exp Rate	4,514,590	36%	---	---	New York, SE	343,251	254,772	276,708	PHILIPPINES						
Debit Exp Rate	4,591,490	25%	---	---	Armenia	17,304	16,228	21,700	Mafia Corp (2/1/95)	333.93	1952.72	1991.04	1946.89	2029.93 (1/1/1)	1270.06 (1/1/1)
Adv. Micro	5,142,300	20%	---	---	MADAG	291.403	294.186	297.945	SINGAPORE						
Polity Micro	2,682,130	45%	---	1%					St. & Simpson (2/9/7)	595.08	532.12	533.75	539.81	535.08 (1/1/1)	294.10 (1/1/1)
Wdr-Micro	2,416,420	25%	---	---	NYSE				SOUTH AFRICA						
Telephon. M	1,132,600	9%	---	3%	Isamu Traded	2,076	3,617	2,928	JE Gd (2/9/7)	1723.99	1676.10	1680.10	1433.0	2068.00 (2/9/7)	773.00 (2/9/7)
Feed Dept. St	2,028,110	18%	---	---	Ratio	1,112	33	1,111	JE Industrial (2/9/7)	473.91	430.41	448.13	452.63	471.80 (1/1/1)	333.00 (1/1/1)
Unempl. M	3,022,700	20%	---	---	US	823	1,107	864	SOUTH KOREA						
Canstg	2,027,200	27%	---	---	Unchanged	874	574	161	Bank Corp St. (1/1/95)	722.09	714.58	717.82	715.93	777.55 (2/9/7)	665.29 (2/9/7)
Chevrolet	1,545,600	48%	---	1%	New Highs	122	108	95	SPAIN						
					New Lows	24	25	94	Madrid SE (2/1/75)	204.25	222.28	221.26	221.51	204.25 (2/9/7)	215.62 (2/9/7)
SWEDEN															
									Alfredson Inc. (1/2/57)	1092.88	1346.30	1357.20	1357.2	1352.88 (1/1/1)	676.10 (2/9/7)
SWITZERLAND															
									Swiss Bank Int. (1/1/55)	1008.92	1068.78	1069.59	1062.47	1082.47 (2/9/7)	804.80 (1/1/1)
									St. General (1/4/87)	872.57	887.37	885.63	894.87	872.57 (1/1/1)	678.70 (1/1/1)
TAIWAN															
									Wangder Corp (2/9/85)	82	283.19	289.84	281.82	292.35 (2/9/7)	688.94 (2/9/7)
THAILAND															
									Vongphet Ship (2/9/7)	1126.74	1064.54	1068.52	1064.24	1127.74 (1/1/1)	819.84 (1/1/1)
WORLD															
									M. Capital (1/1/1/78)	69.97	83.03	89.56	87.53	89.29 (2/9/7)	488.89 (2/9/7)
									1982.87	1291.66	1294.67	1290.15	1289.59 (2/9/7)	680.33 (2/9/7)	391.71 (2/9/7)

CANADA									
TORONTO									
	Oct	11	Oct	7	Oct	7	Oct	1983	
	21	18	24	18	24	18	24	LOW	
Monst & Minst	2827.34	2827.74	2827.30	2827.30	2827.30	2827.30	2827.30	2827.30	2827.30
Composite	4097.90	4098.79	4095.48	4097.41	4097.41	4097.41	4097.41	4097.41	4097.41
MONTREAL, Portfolio	1917.84	1919.65	1915.08	1914.82	1914.82	1914.82	1914.82	1914.82	1914.82

Base values of all indices are 100 except WSE All-Index. -- No Standard and Dev's. -- 1% and 2% and 3% and 4% and 5% and 6% and 7% and 8% and 9% and 10% and 11% and 12% and 13% and 14% and 15% and 16% and 17% and 18% and 19% and 20% and 21% and 22% and 23% and 24% and 25% and 26% and 27% and 28% and 29% and 30% and 31% and 32% and 33% and 34% and 35% and 36% and 37% and 38% and 39% and 40% and 41% and 42% and 43% and 44% and 45% and 46% and 47% and 48% and 49% and 50% and 51% and 52% and 53% and 54% and 55% and 56% and 57% and 58% and 59% and 60% and 61% and 62% and 63% and 64% and 65% and 66% and 67% and 68% and 69% and 70% and 71% and 72% and 73% and 74% and 75% and 76% and 77% and 78% and 79% and 80% and 81% and 82% and 83% and 84% and 85% and 86% and 87% and 88% and 89% and 90% and 91% and 92% and 93% and 94% and 95% and 96% and 97% and 98% and 99% and 100%

Composite and Metals - 1000, Toronto indices closed 1975 and Montreal 1947/48. * Excluding bonds, sugar, oil, coffee, wheat, and transportation. (S) Closed. (U) Up last, (D) down, (N) no change, (H) high, (L) low, (V) volume, (P) price, (T) time, (M) market, (C) close, (O) open, (A) average, (R) range, (S) spread, (D) dividend, (Y) yield, (I) interest, (E) earnings, (B) balance, (F) foreign, (D) domestic, (E) export, (I) import, (S) supply, (D) demand, (C) consumption, (P) production, (T) trade, (M) movement, (C) change, (O) operation, (A) action, (R) reaction, (S) situation, (D) condition, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F) event, (I) event, (M) event, (C) event, (O) event, (A) event, (R) event, (S) event, (D) event, (E) event, (B) event, (F
--

IS THIS YOUR OWN COPY OF THE FINANCIAL TIMES?

cautions from a European perspective. In fact you'll find far more than just the 700+...

No surprise then, that the Financial Times is read by over four times as many senior European businessmen and women as any other international newspaper.*

Make sure you're one of them by getting your own copy of the newspaper delivered daily to your office.

*Source: EBR'S 1991

For: Gillian Hart, Financial Times (Europe) GmbH, Nibbelingsplatz 3, 60318 Frankfurt/Main, Germany. Tel. + 4969 156850, Telex 416193, Fax. + 4969 5964483.

SPECIAL INTRODUCTORY SUBSCRIPTION.

TWELVE FREE ISSUES
DELIVERED TO YOUR OFFICE

For: Gillian Hart, Financial Times (Europe) GmbH, Nibbelingsplatz 3, 60318 Frankfurt/Main, Germany. Tel. + 4969 156850, Telex 416193, Fax. + 4969 5964483.

YES, I would like to subscribe to the Financial Times, and enjoy my first 12 issues free. I will allow up to 21

☐ Please tick here for more information about 6 and 34 month subscription rates, or rates for a country not listed opposite.

(Please specify) _____

Name _____ Title _____

Company _____ Tel. _____

days before delivery of my first copy. Please enter my subscription for 12 months at the following rate.*

Austria	OES \$600	France	FFR 1,500	Luxembourg	LFR 12,500	Spain	PTS 90,000
Belgium	BFR 12,500	Germany	DM 700	Netherlands	DFL 850	Sweden	SEK 2,800
Danmark	DKK 1,150	Greece**	Drk 22,000	Norway	NOK 2,800	Switzerland	SFR 680
Finland	FIM 1,800	Ireland	LIT 500,000	Portugal	ESC 57,000	Turkey	TL 1,800,000

☐ BID me
 ☐ Charge my American Express/Diners Club/Eurocard/VISA Account.

_____ Expire Date _____

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--


*Currency rates are only valid for the country to which they are quoted. Subscription Prices are correct at time of going to press. ** 3 month publications only. Prices are exclusive of VAT in all EC countries except Germany and France. Order valid until 30th November 1992.

To subscribe to the FT in North America contact New York Tel 750-6340, Fax 702-5597; For East coast Tokyo Tel 3295-1711, Fax 3295-1771.

Address to which I would like my Financial Times delivered:

Signature _____ Date _____

No order accepted without a signature. FI



FAR MORE THAN FINANCE.

IS THIS YOUR OWN COPY OF THE FINANCIAL TIMES?

Or do you rely on seeing someone else's? Every day the FT reports on the topics that matter to people doing business every day, in and from Europe.

We cover the latest European, U.S. and international news, and analyse the implications from a European perspective. In fact you'll find far more than finance in the FT.

No surprise then, that the Financial Times is read by over four times as many senior European businessmen and women as any other international newspaper.*

Make sure you're one of them by getting your own copy of the newspaper delivered daily to your office.

*Source ENRS 1991

To: Gillian Hart, Financial Times (Europe) GmbH, Nibbelingsplatz 3, 60318 Frankfurt/Main, Germany. Tel. + 49(0) 156850. Tlx. 416183. Fax. + 49(0) 5964483.

SPECIAL INTRODUCTORY SUBSCRIPTION.

TWELVE FREE ISSUES DELIVERED TO YOUR OFFICE

To: Gillian Hart, Financial Times (Europe) GmbH, Nibbelingsplatz 3, 60318 Frankfurt/Main, Germany.
Tel. + 49(0) 156850. Tlx. 416183. Fax. + 49(0) 5964483.

YES, I would like to subscribe to the Financial Times, and enjoy my first 12 issues free. I will allow up to 21 days before delivery of any first copy. Please enter my subscription for 12 months at the following rate*.

Country	Currency	Rate
Austria	SchS	1600
Belgium	BFR	12,500
Denmark	Dkrk	3,150
Finland	Fmk	1,980
France	Ffr	1,900
Germany	Dm	700
Greece**	Dr	22,800
Ireland	Lit	568,000
Italy	Lira	568,000
Luxembourg	Lfr	12,500
Netherlands	Dfl	850
Norway	Nok	2,800
Portugal	Esc	57,000
Spain	Pts	39,000
Sweden	Sfr	2,800
Switzerland	Sfr	680
Turkey	Tl	1,830,000

☐ Bill me ☐ Charge my American Express/Diners Club/Eurocard/Visa Account. Expiry Date _____

Name _____ Title _____
Company _____ Tel. _____
Address to which I would like my Financial Times delivered:

Signature _____ Date _____ F1

No order accepted without a signature.

FINANCIAL TIMES

FAR MORE THAN FINANCE.

*Currency rates are only valid for the country in which they are quoted. Subscription Prices are correct at time of going to press. ** 3 month subscription only. Prices are exclusive of VAT in all EC countries except Germany and France. Offer valid until 30th November 1992.

To advertise in the FT in North America contact New York Tel 7534500, Fax 3022497. For East coast Tokyo Tel 32851711, Fax 32851712.

NEW YORK STOCK EXCHANGE COMPOSITE PRICES

Continued on next page

NASDAQ NATIONAL MARKET[illegible]

with something for everyone

Perrier battle ends

AMERICA

Dow becalmed
in Columbus
Day doldrums

Wall Street

US share prices were little changed in light trading yesterday as the Columbus Day holiday depressed business activity and kept the bond market shut, writes Patrick Harverson in New York.

At 1 pm, the Dow Jones Industrial Average was up 4.47 at 3,589.31. The more broadly based Standard & Poor's 500 was 0.55 firmer at 360.86, while the Amex composite was up

2.12 at 466.82, and the Nasdaq composite up 1.05 at 765.32. Trading volume on the NYSE was 107m shares by 1pm, and rises outstripped declines by 912 to 885.

Analysts had said that the markets would be quiet because of the Columbus Day holiday (which closes the country's banks and many companies), and they were right. Trading was extremely light throughout the morning session, and prices remained almost rooted to the spot, rarely straying far from Friday's closing values.

Sentiment remained subdued in the wake of last week's September employment report, which revealed continued weakness in the manufacturing sector and sub-par job creation growth rates. Equity investors were unable to lead to bond prices for a lead because the cash bond market was closed for the day, although trading of Treasury bond futures in Chicago remained open. Activity overseas was no help either - European markets were little

changed, and Tokyo was closed for a holiday.

Among individual stocks, Aluminum Company of America, a leading Dow constituent, fell 1% to 86% after the big brokerage house, Merrill Lynch, downgraded its short-term rating on the stock in the wake of the company's earnings report last Friday.

Paramount Communications rose 3/4 to 37% after the board of the entertainment group said that it would open "international discussions" with QVC, the home shopping network which has launched a bid for Paramount, but that it also remained committed to completing its agreed merger with Viacom, the cable television company. QVC, traded on the Nasdaq market, firmed 8% to 56% on the news while Viacom, listed on the American Stock Exchange, rose 3/4 to 56%.

Eli Lilly rose 3 1/2% to 53 1/2% in active trading after the big drug group announced several cost-cutting measures which, the company hopes, will reduce its global pharmaceutical work force by 2,000, or 10 per cent, over the next year.

Chock Full O Nuts rose 3/4 to 9 1/2% after the company said that it expected to achieve an 87 cents a share after-tax gain in its fiscal second quarter from the sale of its Hillsdale coffee operation.

On the Nasdaq market, Intel fell 3/4 to 56% in volume of 12m shares after investors expressed disappointment at the group's third quarter net income of \$1.33 a share, which came in just below the median of analysts' forecasts.

SOUTH AFRICA

JOHANNESBURG saw early gold share gains which were retained as the index rose 48, or 2.9 per cent to 1,724. Industrials edged 9 higher at 4,513, and the overall index finished 39 higher at 3,908.

Mixed views on highs in Germany, Hong Kong

By Michael Morgan

European equity markets put in an impressive performance last week, rising at double the level of the FT Actuaries World Index, with several bourses hitting all-time highs.

Mr Marcus Grubb of Salomon Brothers notes that increased buying by US investors was roused to the fore behind the rallies. Net sales of US mutual funds this year have reached \$180bn, he says, during the last two months, the amount of new cash flowing into foreign funds has exceeded \$1bn a week. He adds that some global funds have increased their weighting in foreign assets to more than 20 per cent.

"The bullish medium-term arguments for European equities are compelling," he says. "In a recessionary environment with high savings rates, low inflation and falling interest rates, liquidity will flow towards long-term financial assets. This flood of liquidity

will continue unless spending picks up on consumption, investment and real assets or, alternatively, inflation pressures build up, reversing the trend in interest rates. Neither of these scenarios," he maintains, "is likely to occur in Europe in the near future."

Germany was one beneficiary of the foreign investment process. The end of the fighting in Moscow triggered an 80 point rally which took the DAX index to a new all-time high above the 2,000 level.

According to the UBS global research team, the low selling pressure during the course of the Russian turmoil indicated that investors were willing to hold their positions in German stocks. They say that stabilisation around the 2,000 level in the DAX seems likely in the short term.

UBS expects financials to outperform but sees a good opportunity to take profits in the retailing sector, given the gloomy outlook for disposable income and consumer expenditure in Germany.

Mr Albert Edwards at Klein-

wort Benson takes a more bearish view of German equities, believing that the German market "has all to do with liquidity and little to do with valuations".

"In all markets that are financed by a wall of foreign liquidity," he says, "there always remains the risk of a sudden reversal... With US mutual funds notoriously fickle, we prefer the liquidity situation in France."

Mr Edwards believes that the profits outlook will disappoint in Germany and that the fundamentals are falling into place for underperformance.

He takes the same view of Hong Kong which surged to a succession of record high closes during the first four days of last week, and took itself to a new record high yesterday in response to increases in the weightings of the market by a number of US houses.

Mr Edwards comments that, having previously convinced itself that no slowdown was in sight in Hong Kong, the mar-

ket now believes that, although the economy is slowing, there will be a soft landing: "Soft-landing is a word we used to hear a lot of in the late 1980s about western economies - and it came to nothing," he says.

"The first two quarters of China's slowdown has come to an end and the current quarter should start to see the real pain beginning and intensifying in the first quarter of 1994. Cutting money supply growth from 50 per cent to 20 per cent will be a shattering experience. Hong Kong," he concludes, "remains vulnerable from a draining of Chinese liquidity."

Norway was another strong performer last week after a month characterised by profit-taking in connection with the general election and weaker international markets.

Ms Tone Varnum of Unibors in Copenhagen sees the market focusing this month on a crop of interim results and the new government's 1994 budget, due to be released tomorrow.

MARKETS IN PERSPECTIVE

	% change in local currency			% change in US \$		
	1 Week	4 Weeks	1 Year	Start of 1993		
				Start of 1992		
				Start of 1991		
Austria	+3.58	+1.59	+26.68	+26.49	+25.31	+27.13
Belgium	+2.06	+1.89	+24.87	+20.40	+13.24	+14.88
Denmark	+1.48	+0.87	+39.31	+31.79	+25.21	+27.03
Finland	+4.46	+7.47	+158.87	+17.82	+68.86	+71.43
France	+1.84	+2.44	+31.09	+19.76	+15.90	+17.58
Germany	+4.78	+7.32	+36.35	+29.05	+28.44	+30.30
Ireland	+0.60	-0.78	+56.13	+41.19	+25.71	+27.54
Italy	+0.39	-0.75	+70.23	+43.11	+30.97	+32.89
Netherlands	+1.87	+3.80	+30.12	+25.81	+24.86	+26.69
Norway	+5.14	+5.49	+55.28	+33.71	+29.74	+31.82
Spain	+1.98	+2.06	+54.78	+37.44	+18.87	+20.60
Sweden	+2.78	+6.04	+89.69	+84.94	+17.63	+19.23
Switzerland	+2.14	+3.78	+38.08	+25.15	+26.57	+28.40
UK	+2.12	+2.04	+25.88	+10.93	+10.93	+12.54
EUROPE	+2.86	+3.82	+34.08	+20.54	+18.10	+19.82
Australia	+2.89	+4.73	+33.55	+25.83	+18.77	+20.49
Hong Kong	+3.91	+5.08	+37.81	+42.95	+41.20	+43.25
Japan	+1.80	+1.00	+28.57	+25.67	+46.60	+48.73
Malaysia	+5.12	+11.19	+83.48	+84.51	+66.94	+68.37
New Zealand	+4.57	+2.10	+54.52	+55.84	+43.74	+45.81
Singapore	+2.28	+5.25	+82.85	+83.03	+42.94	+44.41
Canada	+2.14	+1.82	+16.05	+12.86	+8.19	+7.75
USA	+0.23	+0.32	+12.24	+5.58	+4.07	+5.58
Mexico	+0.04	+0.85	+25.75	+1.99	+0.13	+1.58
South Africa	+3.50	+1.87	+28.18	+23.22	+40.73	+42.77
WORLD INDEX	+1.18	+0.63	+23.19	+18.05	+19.86	+21.70

† Based on October 31st 1992. Copyright, The Financial Times Limited, London, 1993. See p. 10.

† Based on October 8th, 1993. Copyright, The Financial Times Limited, London, 1993. Data & Co. and Reuters Securities Limited.

EUROPE

Interest rates emphasised as bourses begin to flag

INTEREST rates have further to fall, said Mr James Cornish, European market strategist at NatWest Securities, yesterday, and bourses could rise between 7 and 15 per cent over the next 12 months after a 37 per cent gain since the beginning of the currency crisis in late August, 1992, writes Our Markets Staff.

FRANKFURT scored its fifth consecutive high, but getting there seemed an effort and, after peaking at an intraday 2,021.30, the DAX index closed just 6.01 higher at 2,015.02.

Turnover fell from DM9.4bn to DM8.5bn. Sector rotation continued with banks, construction stocks and retailers mostly higher, and the automotive sector and a number of other recent winners down.

In insurance, for example, Allianz fell DM16 to DM7.30 after Mr Peter Constable, of Robert Fleming Securities, recommended a sell on profit-taking grounds, saying that recent outperformance in the stock

market was "not in line with fundamentals. 'Rises in premium rate in Germany," said Mr Constable, "are inadequate and too late to improve underwriting results significantly there in 1993."

The pharmaceuticals group, Schering, fell DM17 to DM1.04. Here again, the reason was profit taking after a rise of DM75 last week.

ZURICH moved ahead to a record close, the SMI index rising 14.9 to 2,543.5. Financials led the way higher, supported by a firm domestic bond market.

Winterthur registered were active, rising SFR6 to SFR720 while CS Holding put on SFR55 to SFR415.00.

Swissair rose SFR10 to SFR735 on the prospects for a special dividend after a Financial Times report that the Alcazar alliance partners had agreed on how to value their stakes and that the negotiations would come to a head at a meeting in Zurich today.

PARIS saw a late drop inter-

FT-SE Actuaries Share Indices

	Open	11.30	12.00	13.00	14.00	15.00	16.00	Close
FT-SE Eurotrack 100	1318.10	1318.25	1320.25	1318.02	1318.95	1319.91	1319.96	1319.96
FT-SE Eurotrack 200	1401.58	1401.58	1401.10	1400.86	1401.82	1400.80	1401.58	1401.58
	Oct 8	Oct 7	Oct 6	Oct 5	Oct 4			
FT-SE Eurotrack 100	1321.16	1317.76	1321.84	1313.91	1298.14			
FT-SE Eurotrack 200	1405.46	1401.57	1403.30	1391.47	1377.73			

See also 1993 (20/10/93) 1992 (10/10/92) 1991 (10/10/91) 1990 (10/10/90) 1989 (10/10/89) 1988 (10/10/88) 1987 (10/10/87) 1986 (10/10/86) 1985 (10/10/85) 1984 (10/10/84) 1983 (10/10/83) 1982 (10/10/82) 1981 (10/10/81) 1980 (10/10/80) 1979 (10/10/79) 1978 (10/10/78) 1977 (10/10/77) 1976 (10/10/76) 1975 (10/10/75) 1974 (10/10/74) 1973 (10/10/73) 1972 (10/10/72) 1971 (10/10/71) 1970 (10/10/70) 1969 (10/10/69) 1968 (10/10/68) 1967 (10/10/67) 1966 (10/10/66) 1965 (10/10/65) 1964 (10/10/64) 1963 (10/10/63) 1962 (10/10/62) 1961 (10/10/61) 1960 (10/10/60) 1959 (10/10/59) 1958 (10/10/58) 1957 (10/10/57) 1956 (10/10/56) 1955 (10/10/55) 1954 (10/10/54) 1953 (10/10/53) 1952 (10/10/52) 1951 (10/10/51) 1950 (10/10/50) 1949 (10/10/49) 1948 (10/10/48) 1947 (10/10/47) 1946 (10/10/46) 1945 (10/10/45) 1944 (10/10/44) 1943 (10/10/43) 1942 (10/10/42) 1941 (10/10/41) 1940 (10/10/40) 1939 (10/10/39) 1938 (10/10/38) 1937 (10/10/37) 1936 (10/10/36) 1935 (10/10/35) 1934 (10/10/34) 1933 (10/10/33) 1932 (10/10/32) 1931 (10/10/31) 1930 (10/10/30) 1929 (10/10/29) 1928 (10/10/28) 1927 (10/10/27) 1926 (10/10/26) 1925 (10/10/25) 1924 (10/10/24) 1923 (10/10/23) 1922 (10/10/22) 1921 (10/10/21) 1920 (10/10/20) 1919 (10/10/19) 1918 (10/10/18) 1917 (10/10/17) 1916 (10/10/16) 1915 (10/10/15) 1914 (10/10/14) 1913 (10/10/13) 1912 (10/10/12) 1911 (10/10/11) 1910 (10/10/10) 1909 (10/10/09) 1908 (10/10/08) 1907 (10/10/07) 1906 (10/10/06) 1905 (10/10/05) 1904 (10/10/04) 1903 (10/10/03) 1902 (10/10/02) 1901 (10/10/01) 1900 (10/10/00) 1899 (10/10/99) 1898 (10/10/98) 1897 (10/10/97) 1896 (10/10/96) 1895 (10/10/95) 1894 (10/10/94) 1893 (10/10/93) 1892 (10/10/92) 1891 (10/10/91) 1890 (10/10/90) 1889 (10/10/89) 1888 (10/10/88) 1887 (10/10/87) 1886 (10/10/86) 1885 (10/10/85) 1884 (10/10/84) 1883 (10/10/83) 1882 (10/10/82) 1881 (10/10/81) 1880 (10/10/80) 1879 (10/10/79) 1878 (10/10/78) 1877 (10/10/77) 1876 (10/10/76) 1875 (10/10/75) 1874 (10/10/74) 1873 (10/10/73) 1872 (10/10/72) 1871 (10/10/71) 1870 (10/10/70) 1869 (10/10/69) 1868 (10/10/68) 1867 (10/10/67) 1866 (10/10/66) 1865 (10/10/65) 1864 (10/10/64) 1863 (10/10/63) 1862 (10/10/62) 1861 (10/10/61) 1860 (10/10/60) 1859 (10/10/59) 1858 (10/10/58) 1857 (10/10/57) 1856 (10/10/56) 1855 (10/10/55) 1854 (10/10/54) 1853 (10/10/53) 1852 (10/10/52) 1851 (10/10/51) 1850 (10/10/50) 1849 (10/10/49) 1848 (10/10/48) 1847 (10/10/47) 1846 (10/10/46) 1845 (10/10/45) 1844 (10/10/44) 1843 (10/10/43) 1842 (10/10/42) 1841 (10/10/41) 1840 (10/10/40) 1839 (10/10/39) 1838 (10/10/38) 1837 (10/10/37) 1836 (10/10/36) 1835 (10/10/35) 1834 (10/10/34) 1833 (10/10/33) 1832 (10/10/32) 1831 (10/10/31) 1830 (10/10/30) 1829 (10/10/29) 1828 (10/10/28) 1827 (10/10/27) 1826 (10/10/26) 1825 (10/10/25) 1824 (10/10/24) 1823 (10/10/23) 1822 (10/10/22) 1821 (10/10/21) 1820 (10/10/20) 1819 (10/10/19) 1818 (10/10/18) 1817 (10/10/17) 1816 (10/10/16) 1815 (10/10/15) 1814 (10/10/14) 1813 (10/10/13) 1812 (10/10/12) 1811 (10/10/11) 1810 (10/10/10) 1809 (10/10/09) 1808 (10/10/08) 1807 (10/10/07) 1806 (10/10/06) 1805 (10/10/05) 1804 (10/10/04) 1803 (10/10/03) 1802 (10/10/02) 1801 (10/10/01) 1800 (10/10/00) 1799 (10/10/99) 1798 (10/10/98) 1797 (10/10/97) 1796 (10/10/96) 1795 (10/10/95) 1794 (10/10/94) 1793 (10/10/93) 1792 (10/10/92) 1791 (10/10/91) 1790 (10/10/90) 1789 (10/10/89) 1788 (10/10/88) 1787 (10/10/87) 1786 (10/10/86) 1785 (10/10/85) 1784 (10/10/84) 1783 (10/10/83) 1782 (10/10/82) 1781 (10/10/81) 1780 (10/10/80) 1779 (10/10/79) 1778 (10/10/78) 1777 (10/10/77) 1776 (10/10/76) 1775 (10/10/75) 1774 (10/10/74) 1773 (10/10/73) 1772 (10/10/72) 1771 (10/10/71) 1770 (10/10/70) 1769 (10/10/69) 1768 (10/10/68) 1767 (10/10/67) 1766 (10/10/66) 1765 (10/10/65) 1764 (10/10/64) 1763 (10/10/63) 1762 (10/10/62) 1761 (10/10/61) 1760 (10/10/60) 1759 (10/10/59) 1758 (10/10/58) 1757 (10/10/57) 1756 (10/10/56) 1755 (10/10/55) 1754 (10/10/54) 1753 (10/10/53) 1752 (10/10/52) 1751 (10/10/51) 1750 (10/10/50) 1749 (10/10/49) 1748 (10/10/48) 1747 (10/10/47) 1746 (10/10/46) 1745 (10/10/45) 1744 (10/10/44) 1743 (10/10/43) 1742 (10/10/42) 1741 (10/10/41) 1740 (10/10/40) 1739 (10/10/39) 1738 (10/10/38) 1737 (10/10/37) 1736 (10/10/36) 1735 (10/10/35) 1734 (10/10/34) 1733 (10/10/33) 1732 (10/10/32) 1731 (10/10/31) 1730 (10/10/30) 1729 (10/10/29) 1728 (10/10/28) 1727 (10/10/27) 1726 (10/10/26) 1725 (10/10/25) 1724 (10/10/24) 1723 (10/10/23) 1722 (10/10/22) 1721 (10/10/21) 1720 (10/10/20) 1719 (10/10/19) 1718 (10/10/18) 1717 (10/10/17) 1716 (10/10/16) 1715 (10/10/15) 1714 (10/10/14) 1713 (10/10/13) 1712 (10/10/12) 1711 (10/10/11) 1710 (10/10/10) 1709 (10/10/09) 1708 (10/10/08) 1707 (10/10/07) 1706 (10/10/06) 1705 (10/10/05) 1704 (10/10/04) 1703 (10/10/03) 1702 (10/10/02) 1701 (10/10/01) 1700 (10/10/00) 1699 (10/10/99) 1698 (10/10/98) 1697 (10/10/97) 1696 (10/10/96) 1695 (10/10/95) 1694 (10/10/94) 1693 (10/10/93) 1692 (10/10/92) 1691 (10/10/91) 1690 (10/10/90) 1689 (10/10/89) 1688 (10/10/88) 1687 (10/10/87) 1686 (10/10/86) 1685 (10/10/85) 1684 (10/10/84) 1683 (10/10/83) 1682 (10/10/82) 1681 (10/10/81) 1680 (10/10/80) 1679 (10/10/79) 1678 (10/10/78) 1677 (10/10/77) 1676 (10/10/76) 1675 (10/10/75) 1674 (10/10/74) 1673 (10/10/73) 1672 (10/10/72) 1671 (10/10/71) 1670 (10/10/70) 1669 (10/10/69) 1668 (10/10/68) 1667 (10/10/67) 1666 (10/10/66) 1665 (10/10/65) 1664 (10/10/64) 1663 (10/10/63) 1662 (10/10/62) 1661 (10/10/61) 1660 (10/10/60) 1659 (10/10/59) 1658 (10/10/58) 1657 (10/10/57) 1656 (10/10/56) 1655 (10/10/55) 1654 (10/10/54) 1653 (10/10/53) 1652 (10/10/52) 1651 (10/10/51) 1650 (10/10/50) 1649 (10/10/49) 1648 (10/10/48) 1647 (10/10/47) 1646 (10/10/46) 1645 (10/10/45) 1644 (10/10/44) 1643 (10/10/43) 1642 (10/10/42) 1641 (10/10/41) 1640 (10/10/40) 1639 (10/10/39) 1638 (10/10/38) 1637 (10/10/37) 1636 (10/10/36) 1635 (10/10/35) 1634 (10/10/34) 1633 (10/10/33) 1632 (10/10/32) 1631 (10/10/31) 1630 (10/10/30) 1629 (10/10/29) 1628 (10/10/28) 1627 (10/10/27) 1626 (10/10/26) 1625 (10/10/25) 1624 (10/10/24) 1623 (10/10/23) 1622 (10/10/22) 1621 (10/10/21) 1620 (10/10/20) 1619 (10/10/19) 1618 (10/10/18) 1617 (10/10/17) 1616 (10/10/16) 1615 (10/10/15) 1614 (10/10/14) 1613 (10/10/13) 1612 (10/10/12) 1611 (10/10/11) 1610 (10/10/10) 1609 (10/10/09) 1608 (10/10/08) 1607 (10/10/07) 1606 (10/10/06) 1605 (10/10/05) 1604 (10/10/04) 1603 (10/10/03) 1602 (10/10/02) 1601 (10/10/01) 1600 (10/10/00) 1599 (10/10/99) 1598 (10/10/98) 1597 (10/10/97) 1596 (10/10/96) 1595 (10/10/95) 1594 (10/10/94) 1593 (10/10/93) 1592 (10/10/92) 1591 (10/10/91) 1590 (10/10/90) 1589 (10/10/89) 1588 (10/10/88) 1587 (10/10/87) 1586 (10/10/86) 1585 (10/10/85) 1584 (10/10/84) 1583 (10/10/83) 1582 (10/